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NEW YORK, August 19, 1916

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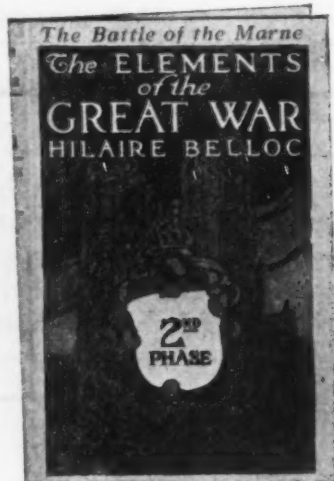
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The Publishers' Weekly

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August 19, 1916

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"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

THE FIGHT AGAINST THE PHOTO-ENGRAVING RAISE

ON April 3, 1916, the Photo-Engravers' Board of Trade of New York entered into an agreement with Photo-Engravers' Union No. 1, superseding an earlier working contract which by its terms would not have expired until May 31, 1917. The new agreement gave the union the benefit of an increased scale of wages and shorter hours, but its most significant clause was one which provided that thereafter members of this Photo-Engravers' Board were to employ only members of this Photo-Engravers' Union, and, reciprocally, that thereafter members of the Union should work only for members of the Board.

Whether as a result of this agreement or not, it is a fact that within two weeks the Board controlled practically all the shops of the city, and immediately its members issued to all their customers a revised scale of prices, showing increases of rates of from 20 per cent. to 200 per cent., which scale, it was stated, had been "adopted by the Photo-Engravers' Board of Trade, New York City." These raises in rate were so serious a matter for buyers of photo-engraving that protest was immediate; and the Trade Press Association, representing a number of important periodicals, which was cognizant of the series of events we have just summarized, brought action. On June 20, 1916, the grand jury of the county of New York indicted the Photo-Engravers' Board of Trade, and eight of its members individually, for violation of the state anti-trust law, which makes punishable by fine and imprisonment "any contract, arrangement or combination whereby a monopoly is created or whereby competition in the

supply or price of any commodity is or may be restrained or prevented."

That the law was thus violated by the photo-engravers seemed to the District Attorney "unquestionable," and it is noteworthy that Mr. George Gordon Battle, who had previously been attorney for the Board, resigned when his clients refused to rescind the agreement they had entered into. Following their indictment, however, and conference with the District Attorney, they formally cancelled the agreement, which is now supposed to be no longer in force; but, as far as we have been able to ascertain, the inflated scale of prices seems to be, in large part, if more or less secretly, maintained. "Secretly" seems really hardly the proper word, however, for at the recent annual convention in Philadelphia of the International Association of Manufacturing Photo-Engravers, it was openly boasted that "the standard scale has come to stay." The last issue of the *Photo-Engravers' Bulletin* contains a cartoon above the caption, "The Bull in the Ring," of a consumer of photo-engraving inside an unbroken circle of manufacturers of photo-engravings, each confronting him with the words, "Standard Scale." Indeed, at the hearing of the users of photo-engravings before District Attorney Swann in New York City on Wednesday of this week, the fact of the present continuance of the standard scale was not even raised; it was taken for granted, and the only question discussed was, "What are you going to do about it?" As a result, the Board faces trial in the criminal courts in October.

The situation is one, however, that goes deeper than any statement of law. What are the basic facts? The photo-engravers, evidently somewhat surprised by the storm they had aroused, attempted justification of their raise in rates. This attempt was along two lines: 1, that the charges made for minimum (small) cuts had always been disproportionately low, so that this class of work had always shown a loss; 2, that, owing to abnormal conditions, their materials and labor costs had risen enormously.

Of course, this attempt at justification faced initial suspicion because of the method used by the photo-engravers in making their raise. Of rising sales prices, resulting from rising costs, held within bounds by honest competition, no consumer can legitimately complain. But the very fact that the photo-engravers did not leave their difficulties to adjust them-

selves under competitive conditions created the obvious presumption that their new scale had no justification. When force is used to gain an end there at once arises a suspicion that the end sought is not a just one. The party to any dispute who refuses to arbitrate his cause, but resorts to brute force, is pretty surely afraid to have his case tried on its merits. So, although the photo-engravers have issued and spread broadcast a list, reprinted in the PUBLISHERS' WEEKLY for April 22, of materials used, showing amazing percentage increases of cost, the list and the arguments backing it strongly invite analysis.

In the first place the increase in the price of minimums, if the plea of more correct relative allotment of cost be an honest one, would mean a decrease in the price of larger cuts. This is by no means the case. In fact careful estimate shows that taking all classes of engravings, large and small, the scale shows a general average advance of nearly 100 per cent. If therefore there has been a 100 per cent. advance in photo-engraving costs the new scale is justified, however unwise and illegal the method adopted by the photo engravers for promulgating it.

But what are the facts? Of the gross cost of running a photo-engraving business, we are told, approximately 20 per cent. may be classed as overhead, 80 per cent. as manufacturing expense. Overhead costs, light, rent, postage, phone, express, etc., have shown no increase whatever in the last two years, or the last ten. In fact, if anything, there has been a decrease, in New York City not in one, but in all of them.

Of the manufacturing costs 85 per cent. we are told are labor and 15 per cent. material. Has labor suddenly shown a 100 per cent. increase? Under the agreement of June, 1914, between the Photo-Engravers' Board of Trade and New York Photo-Engravers' Union No. 1 the following increases in wages were made between June, 1914 and April, 1916: for day work, line photographers, line etchers, line engravers, routers and blockers, proofers, from \$25 per week to \$26 per week; blockers and negative strippers, each from \$21 to \$24; half-tone photographers, half-tone etchers, half-tone engravers, and color artists, the four highest paid branches all remained at \$27. In the average small shop this would mean an increase of about \$12 per week on a pay roll of \$300, or an increase of four per cent. On night work there was a slightly smaller in-

crease. A further increase on June 1, 1916, raised the increase on the day pay roll by about one and one-half per cent. and on the night pay roll by two per cent., and another increase is promised for December 1, 1916, but obviously neither of these affected the cost of labor in April, 1916.

There remain materials, which form 15 per cent. of the manufacturing cost of photo-engraving or 12 per cent. of the gross cost. Are we to find in them the reason for the 100 per cent. increase to the consumer? That they play at best small part in the photo-engraving's cost is admitted by the photo-engraver himself. In an address before the Philadelphia convention Pres. E. C. Miller, of the Manufacturing Photo-Engravers' Association, spoke of "a business such as ours, that has nothing to sell except labor and service. By nothing I mean that the intrinsic value of metal or other known commodities that enter into plate making is so small when compared to the amount of labor cost, that it can be considered as only a very small part of the whole."

The increases in cost of the items making up this "very small part" do seem startling in themselves. Considered, however, in the proportion they bear to the photo-engraver's total expense they shrink amazingly in importance.

Take the 1246 per cent. increase in the cost of potassium bromide, which the photo-engraver dwells on. Granted, without attempt at verification, that the percentage quoted is correct, yet so relatively small is the amount of this material used that on the basis of one dollar of total cost of all ingredients this increase adds but 3 per cent. to the engraver's total cost of materials, or approximately 1-3 of 1 per cent. to his total costs. On the other hand copper, his principle material, with an increase in cost of 46 per cent., adds about 37 per cent. to his materials cost or 4 per cent. to his gross costs. Similarly zinc, with an increase in value of 240 per cent. adds 14.5 per cent. to his materials cost; acetic acid, with an increase in value of 240 per cent., adds but 2 per cent. to his materials cost or less than $\frac{1}{4}$ of 1 per cent. to his gross costs, and so on down the list. It does not appear, from the facts as we have been able with some difficulty to collect them, that the photo-engraver's costs for material have so risen as to increase his total costs more than 10 per cent.

Now 10 per cent. to a business working on a narrow margin is a very serious matter. A raise in prices sufficient to cover that 10 per cent., or any other percentage justly representing increased costs, is entirely justified, and would meet with no criticism from any fair-minded buyer of photo-engraving. But 10 per cent.—or 20 per cent.—is not 100 per cent. It is the 100 per cent. increase that consumers consider absolutely indefensible.

THE recent series of "one-cent sales" of the Liggett-Riker-Hegeman chain of drug stores have attracted not a little attention from booksellers not merely because they were a brand new form of price-cutting, but because books—in the form of a twenty-five cent reprint line selling to the drug store trade—were one of the articles on which prices were cut. The widespread selling of cloth-bound copyright fiction at thirteen cents cannot but have some effect upon the regular trade. What is that effect? A recent issue of *Printers' Ink* attempts an answer by means of an investigation of the respective attitudes of the Liggett Company itself, of the makers of the goods sold, of manufacturers who do not join in the sales, and of competing retailers. The "one-cent sales," it might be explained, consist of selling on special days two of an article for one cent more than the regular price of one. Fundamentally, the Liggett Company was after advertising, and, according to its president, it got it. The stores also sold on the sales days from two to six and one-half times their normal sales—no statement of profit or loss given—and increased sales in general thereafter. The manufacturers who joined in the sales said they looked on them as effective "sampling campaigns" at no expense. Many manufacturers refused to cooperate, considering such cut-price sales "demoralizing." "Yellow dogs, odds and ends, sell easily under such pressure," said one, "but they do not repeat: one-cent sales *do not create business*." Competing retailers claimed to see little or no effect upon their business one way or the other.

SECOND ATTEMPT TO SETTLE PHOTO-ENGRAVING TROUBLE OUT OF COURT FAILS

A CONFERENCE was held at the offices of District Attorney Swann, of New York, Wednesday, between the District Attorney and representatives of the publishers regarding the indictment for combination in restraint of trade of eight members of the Photo-Eng-

ravers' Board of Trade of New York. The daily papers and trade publications of New York and nearby towns in New Jersey were represented, and the interests of the magazines were taken care of by the Quoin Club.

The discussion centered about the agreement of the Photo-Engravers' Board of Trade to raise union wages provided the union worked only for members of the Board of Trade. It is charged that by this agreement all but two or three photo-engraving firms in New York City have been forced to join the Board of Trade. The District Attorney said he believed there was no question but that the law had been violated by the agreement of the engravers with the union, especially as George Gordon Battle, formerly attorney for the engravers, had resigned because his clients had refused to rescind the agreement. The act of the engravers in raising their prices exorbitantly could be duplicated by producers of supplies for other departments, he said, thus endangering the existence of the smaller publishing houses.

Some of those present urged that since the photo-engravers had already broken their agreement to give up the standard scale they should be given short shrift by the law. The District Attorney added, however, that he believed they had not done wrong by intent, and he hoped to re-establish competition by the abolition of the agreement without carrying the matter to court. If not, he promised a trial not later than October.

AMERICAN PRICES ON PHOTO- ENGRAVINGS TWICE AS HIGH AS ENGLISH

OF ESPECIAL INTEREST at present, owing to the recent action of the "photo-engraving trust," is a comparison appearing in the *London Process Monthly* of the prices of engravings here and in England. After commenting briefly on the difference in labor costs in the two countries, the *Process Monthly* continues:

"But when all this has been allowed for there still remains a vast difference in prices, comparing the products of one country with those of another. For instance, certain classes of line-color work can be produced cheaper in France than in this country, while prices of general work in this country are far and away below the prices obtained in America.

"As we write we have before us the American scale—that is, the chart upon which is shown the charge for every size of block from two by two inches to fourteen by ten inches, graduated by quarter inches; for tho they have discarded the inch rate as the foundation of these charges, they still measure up the size of the block and then charge by the scale.

"Another matter of importance to be remembered in considering the relative charges between English and American work is that the American is measured on the back of the block, while the English is charged on the

printing surface; a difference of nearly 20 per cent. in favor of the English customer.

"So as to show the difference between the charges in the two countries, we give a few specimens of lowest prices for general work.

HALF-TONE.			
	English.	American.	
12 square inches (squared up)...	4 6	12	0
Vignetted	5 0	16	0
18 inches (squared up).....	6 9	14	9
Vignetted	7 6	19	8
24 inches (squared up).....	9 0	17	4
Vignetted	10 0	1	3 1
36 inches (squared up).....	13 6	1	4 6
Vignetted	15 0	1	12 8
48 inches (squared up).....	18 0	1	12 3
Vignetted	1 0 0	2	3 0
LINE.			
12 square inches	2 6	5	7
18 inches	3 9	6	10
24 inches	5 0	8	2
36 inches	7 6	11	3
46 inches	10 0	15	0

THREE-COLOR WORK.

English price, ordinary work, from 2s. to 2s. 6d. Minimum, £2 to £2 10s.

American, same class of work (squared up), 5s. 6d. per square inch. Minimum, £8 6s. 8d.; vignnetted, £10 8s. 4d.

"Furthermore, it must be remembered that every extra bit of work done to the American copy, etc., etc., is charged additional.

"Looking at these prices from the standpoint of English trade, it seems almost impossible that process blocks would find a sufficiently large market to make it worth while producing them; yet it is a well-known fact that there is a market for them in America which completely dwarfs that in this country. Certainly there are at least four times as many process houses in the U. S. A. as there are in this country, most of them equally as large and well equipped as the average house over here, and many of them on far more pretentious lines than the great majority of English houses."

FEDERAL TRADE COMMISSION ISSUES COST-KEEPING GUIDES

THE Federal Trade Commission has just issued two pamphlets on cost-keeping—one, "A System of Accounts for Retail Merchants"; the other, "Fundamentals of a Cost System for Manufacturers." The pamphlets, which run to 19 and 31 pages, respectively, concern themselves of necessity only with the basic principles which should underly all cost-keeping systems, ignoring the details of adaptation to the needs of individual businesses. As such, however, any business man may well give them a reading, particularly if at this late date he is attempting to operate *without* a cost system, for the advantage, or rather the necessity, in every business of in some way keeping track of costs is clearly summarized.

The "retail" pamphlet describes a simple system based on four books of account: journal, cash book, invoice book and ledger. The simple columnar journal system, especially adapted for the small business, is not mentioned. "The use of sales and credit tickets," it comments, "for recording sales and sales

returns has become almost universal." Emphasis is put upon the necessity of correctly allotting and charging such usually overlooked items as "Accrued Interest," "Depreciation Reserve," "Reserve for Bad Debts," etc. Forms for monthly summary of business, profit and loss statement and balance sheet follow. For the very small business—which nevertheless needs a cost system as much as the largest—some of the forms seem unduly cumbersome.

The manufacturer's cost system pamphlet primarily divides methods into two classes: one for plants having "continuous production" of identical articles (as an automobile plant), the other for plants having discontinuous jobs, no two alike, (as a print shop). Necessarily, the fundamental principles are the same; methods vary widely. Cost is defined as "the amount or equivalent, paid, or charged or given for anything; loss of any kind, expenditure, outlay, as of money, time, labor. It is apparent that cost consists of three elements, viz: material, labor, and expense."

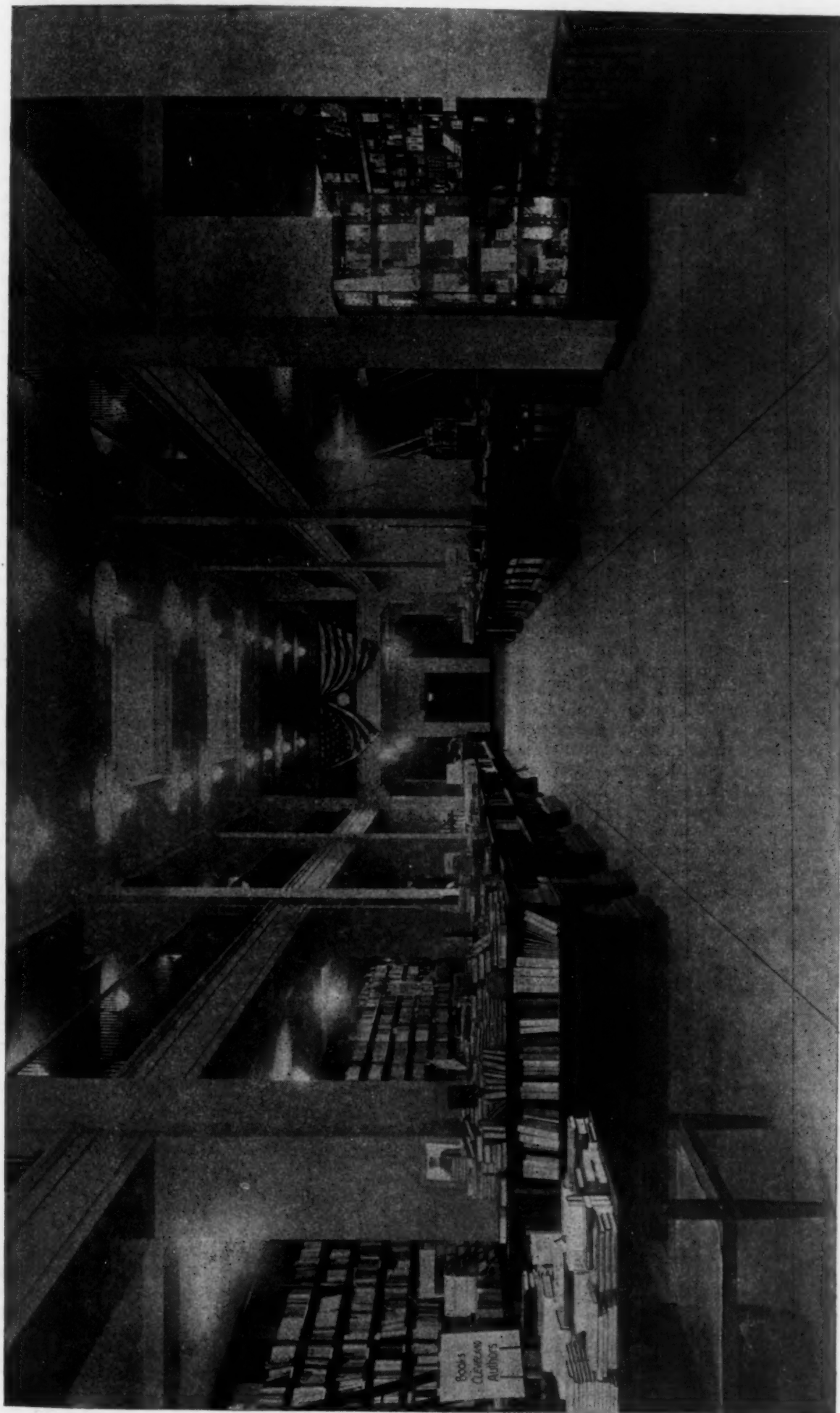
Each of these three elements is in turn analyzed. Of the third, the pamphlet continues, the first step in a fair and equitable distribution of factory overhead is a departmentalization of the business. (The same is, of course, just as true of a retail business.) The approved methods of allotting such fixed charges as power, insurance and taxes, depreciation, etc., are summarized. The arguments for and against including interest on investment as an overhead expense are cited. The principles governing controlling accounts are given and examples of their operation quoted. The pamphlet recommends crediting a "Depreciation Reserve" account instead of debiting plant inventory, on the ground, of course, that the balance sheet thus gives more information. For how long a period this practice is recommended is not, however, clear.

Methods of drawing up financial statements are summarized, both operating and asset and liability statements, while full schedules of the ledger accounts necessary are appended. A cost system, concludes the report, secures credit, stops leaks, directs sales, increases efficiency. It "will not run itself," but it does give the information necessary to secure all the advantages named. Properly used, it is "not an item of expense, but a very valuable asset. . . . The Federal Trade Commission . . . has found that unreliable costs of production and distribution cause a great deal of unfair competition and a heavy business death rate."

THE BASIC COST OF COMPOSITION

SOME portion of the uncertainty and difference of opinion regarding the cost of composition, and especially the relative cost of machine and hand composition, has been dispelled by a most careful study of the problem by Henry Huntley Taylor, says a writer in *The American Printer*.

Mr. Taylor is a member of the San Francisco firm of Taylor & Taylor. He was a student at the Graduate School of Business



THE HANDSOME INTERIOR OF THE NEW BURROWS BROTHERS CO. STORE IN CLEVELAND. THE RARE AND OLD BOOK DEPARTMENT AND THE CHILDREN'S DEPARTMENT ARE LOCATED ON THE MEZZANINE FLOOR, REACHED BY EITHER ELEVATOR OR STAIRWAY. THE FINE BINDINGS DEPARTMENT IS DIRECTLY IN THE FRONT OF THE STORE.

1912-14, and he made the study for his thesis for the degree of M.B.A. It was awarded a May prize as the best graduation thesis of the year. It is an attempt to establish basic costs. It does not seek to fix total costs, nor to suggest selling prices. Ordinary overhead costs, and ordinary equipment, that are common to all methods of composition or to all printing offices, are not dealt with. Such overheads as rent, heat, light, depreciation, interest, taxes and insurance are included, because it is necessary to assess them against the particular equipment employed in making tests.

Mr. Taylor made his experiments in three printing concerns—the Riverside Press, Cambridge; the University Press, Cambridge; George H. Ellis Company, Boston. Each shop set 2225 words of non-technical straight copy, in eight-point, ten-point and twelve-point type, on linotype, monotype and by hand, and performed the other functions of reading proof, correcting, making up into pages, and proving and correcting the pages. The pages were 4x6½ inches. The copy was a statement of the printing course given at the Graduate School of Business Administration. It made ten pages of double-spaced type-written matter, and each printer was given the manuscript in black ink on white paper, and each worked from the manuscript.

The plants used in this experiment are located in the Boston metropolitan district, and therefore such items of cost as rent, insurance, light, heat and taxes were determined by rates prevailing in that district. Taxes were figured at 2 per cent.; insurance at \$7.50 per \$1,000; interest on investment at 6 per cent.; depreciation at 10 per cent., except on hand type, which was reckoned at 25 per cent.; depreciation on linotype and monotype metal on account of remelting was placed at 4 per cent. These "valuation expenses" therefore figured out at 18¾ per cent. for the machines, 33¾ per cent. for the hand type, 8¾ per cent. on investment, taxes and insurance, and 4 per cent. on depreciation of metal in remelting. Rent was reckoned at 30 cents per square foot per year, heat at 2 cents per square foot per year. Operating charges for the machines were fixed at \$1 per thousand cubic feet for gas, and 3 cents per kilowatt hour for electricity. Linotype repairs and supplies were reckoned at 4 cents per hour (not of course including metal or gas), and monotype at 7¼ cents. Monotype-keyboard supplies (not including paper) were placed at \$15 per year.

Labor charges were computed according to the following table, which gives the rates of wages prevailing in the Boston district at the time the experiments were made, which, it should be stated, was in 1914. Mr. Taylor graduated that year, but his thesis has not heretofore been available for examination outside of the school:

	Cents Per week per hour	
Straight hand compositors (women).....	\$14	29
Distributors (women)	14	29
Make-up men	21	44

*Linotype operators	27	56
Monotype-keyboard operators (women)...	18	38
*Monotype-caster operators	22	46
Monotype hand correctors	14	29
Proofroom (reader \$25, copyholder \$14)...	39	81
Galley boys and provers.....	8	17
Furnace men	12	25

The chargeable hours considered were 48 hours per week of six days, 300 days a year, a total of 2400 hours a year. Hand composition was figured on the basis of 2400 hours a year, but machine composition was charged after the proper allowance for enforced stoppages for repairs, etc. This was figured so that for linotypes the chargeable hours adopted were 2225; for monotypes, casters, 2150, and keyboards, 1564. It was found that a monotype keyboard needs to work only 80 per cent. of the working time of the caster to keep the caster supplied.

The equipment required to do this work, by hand, was figured at an annual charge of \$378.03 for eight-point type, \$365.22 for ten-point type, \$340.24 for twelve-point type; the per-hour cost being, respectively, \$0.1575, \$0.1522 and \$0.1418. For linotype composition this per-hour cost is given as \$0.996, and for the monotype as \$0.1026 for the keyboard and \$0.9225 for the caster. The monotype is also charged with an annual hour cost of \$0.0872 for its hand-correcting department. This puts the per-hour cost of the monotype at \$1.1123. The use-cost of metal—that is, cost of using 1000 pounds one day—for the linotype is given as \$0.0226; for the monotype as \$0.0249. Cost of handling and remelting 1000 pounds of linotype metal, \$3.98; monotype metal, \$4.37.

Applying the basic cost rates thus determined, the results of the six experiments are given in the following table:

	Hand	Lino-	Mono-
		type	type
Total cost of original composition	\$26.96	\$8.27	\$13.24
Total cost of proving and reading	4.76	4.34	3.02
Total cost of office corrections..	3.82	1.28	2.24
Total cost of distribution of metal	7.00	1.21	1.19
Grand total cost.....	\$42.54	\$15.10	\$19.69

Not all the question of the relative economy of the different methods of composition is included in the financial results as given. There is also the question of space, or bulk. This is shown by the following table, the matter set in six different forms making the number of lines indicated:

	Hand	Lino-	Mono-
		type	type
Eight-point solid lines.....	192	213	196
Eight-point leaded lines.....	192	213	196
Ten-point solid lines.....	232	237	245
Ten-point leaded lines.....	232	237	245
Twelve-point solid lines.....	276	294	289
Twelve-point leaded lines.....	276	294	289
Totals	1400	1488	1460

Some of this variation is accounted for by the faces of the type used for the different methods. The hand composition was in eight-point Oldstyle No. 9, ten-point French No. 2 and twelve-point No. 6. The linotype used Scotch Roman. The monotype used its No. 36. The foundry and monotype faces are

*Includes proportion for cost of machinist on linotypes and head operator on monotypes.



THE INVITING FINE BINDINGS DEPARTMENT IN THE NEW BURROWS BROTHERS STORE

set-wise the same; the eight-point linotype is fatter, the ten-point leaner and the twelve-point about the same. These differences are plainly evident in the table.

It must be remembered that Mr. Taylor's figures do not represent the whole cost of the work. There is to be added to them whatever allowance it is found necessary to make on account of the plants not being in constant operation, the many other items of overhead costs that have not been included in this study; and they must be changed to accord with the specific costs of each shop, as some of the items assumed as of the Boston district will not hold good in other localities. It is the method that Mr. Taylor has developed that is most interesting, and it may be applied and adopted anywhere.

BETTER BOOKS FOR BOYS

UNDER the above caption an author of boys' books who signs himself "H. Y. A." has sent the following communication to the *New York Times Review of Books*:

I have been greatly interested in the articles agitating better books for boys—and adults as well—which from time to time have appeared in your pages.

I think the trouble lies with the publishers and that the real reason why there are not more good books combining interest with something of educational value and true to life is that authors capable of producing such work receive little encouragement and less re-

muneration—in other words, there is no premium on brains in the book business.

There seems to be a generally prevalent idea that authors earn enormous incomes, and that to write books is a most pleasant, easy and lucrative method of making one's living. As a matter of fact, I question if any class of intelligent men and women are paid less for the products of their brains than authors—especially those who write books which are really worth while and possess actual and lasting value.

Moreover, it is no easy matter to dispose of books, even at the starvation prices which publishers pay, and to write a fifty to one hundred thousand word book is not such a very simple and easy task.

I presume I am considered a fairly successful author, for I have some thirty books on the market from such firms as Harper's, Scribner's, Dodd, Mead, Henry Holt, Appleton's, etc., and as I am a very facile writer and possess a great fund of accumulated knowledge, I can produce six to ten books yearly. My books are all considered standards of excellence in their fields; I have never received an adverse criticism or review; many of my books are on school and library lists as "best books," and they all possess educational value and are accurate in every detail, and yet I find it impossible to earn a livelihood from my books alone.

I have sold books outright and have sold them on the royalty basis, and I cannot see

that it makes the least difference; the publishers hold the matter in their own hands, and the author must take what he can get or give up in despair.

And now, a word as to what publishers pay for books. I venture to say not one person in a thousand has any idea and will scarcely credit my statements when I say that for books of sixty to seventy thousand words, sold outright, I have received from \$150 to \$500! And this includes furnishing illustrations, proofreading, placing cuts and oftentimes furnishing a cover and jacket design as well. In other words, the munificent sum of from one to two hundred dollars a month is received for one's actual work with no remuneration for the knowledge and experience required to produce the book; no return for the years spent in study and travel, no interest on the money invested in securing the illustrative material and information. But even this would not be so bad, if one could dispose of all one's output and could sell books as fast as written; but this is impossible. If an author writes six or more books in a year there is no market for his wares, no matter how excellent they may be.

With such conditions to face, can you wonder that authors with the brains, knowledge and ability to write books which are reliable, accurate, and with something of interest and value in their pages, find it not worth while to write and give their knowledge to an unappreciative world?

As long as such authors receive less for a 70,000-word book than is paid for a trashy, preposterous, impossible story of imaginary adventure or romance, can any one claim that there is a premium on brains?

FOOTPRINTS in the sands of time were never made by men with chronic cold feet.

HOW ONE BOOKSELLER TREBLED HIS BUSINESS

LIKE many other booksellers in the smaller cities and larger towns I had reached a state almost bordering on despair so far as the book end of the business was concerned, writes a bookseller in the Canadian *Bookseller and Stationer*. The government of Ontario had seen to it that little or nothing in the way of profit from the sale of school text books could find its way into the pockets of the booksellers, "who had waxed so fat" at the expense of the people of Ontario in the days of "fabulous" prices for school books. As to fiction, the dubious expedient of forming a circulating library had been resorted to, in order to give some semblance of activity to that branch of the book business.

I remember a brother bookseller who at that time had got even lower than myself in the depths of despair, had finally concluded to get out of the retail business altogether. Being offered a lucrative post as a traveling salesman, he decided to accept it and forthwith began a slashing sale at immensely reduced prices, finally closing out the stock by means of a sensational auction sale. His remark was that if ever he decided to go back into the retail business he would make it a stationery business exclusively or if he sold books at all it would be from lists or on a similar basis to the business of selling magazines, supplied through the news companies, but never again would hundreds of dollars' worth of books litter his shelves to prove the torment of his life by reason of the great proportion of them that stuck there year after year, marked down a notch at each annual stocktaking, many of them with a big drop of over 50 per cent. as 50c. reprint editions of former \$1.25 novels came into the field.

I really did give some thought to the ques-



THE BURROWS BROTHERS CHILDREN'S DEPARTMENT

tion as to whether it might not be well to sacrifice the books by selling them for what they would bring, but somehow or other that thought brought somewhat of a feeling of sadness and I remembered that there were a lot of good friends of mine in those book shelves. True, many of these books did not make good as regards the theory that no stock was live stock that did not turn over three times a year and my only copy of "Chaucer's Poems" had to my knowledge been in stock three years, yet, in spite of that I would have replaced it upon selling that copy rather than be without it, because notwithstanding the lack of demand for it and the difficulty of creating such demand in this particular town, I felt that it belonged in "my stock of English poets."

The more I considered the question, the more determined I became that I would stay in the book business and make it pay!

I continued in that determination and began to specialize in the book end of my business. I kept tab on the profitable stationery and office supply branch of the business, but the book side became my particular hobby and I hope that the line of action which I adopted and followed out will have at least some little value in the way of suggestion for those booksellers who read these rambling remarks of mine.

I began the new regime by enlisting the services of a professional cataloger to properly list and classify the whole stock of books, by means of the card index system. Then every title had its particular shelf and place on that shelf and woe betide the assistant who disregarded that arrangement! I didn't rest satisfied with having this expert do the work. I kept in the closest possible touch with the work as she did it and the familiarity with my own books and the added knowledge as to just what I had in stock served me in good stead many and many a time afterwards. Let me stop right here, therefore, to suggest to those booksellers who have not already adopted this or some similar method of cataloging their stock of books, to lose no time in taking steps toward that end.

I formed the habit of taking up for consideration different titles in turn and associating the respective subjects treated with different people of the community who were likely to be interested in those subjects. The natural outcome (remember, I had really begun to specialize in the selling of books) was to actually bring these particular books to the attention of the people whose names had suggested themselves in my mind. That is how my lists of prospective book buyers began.

Some of the classes which were thus divided and systematically card-indexed were the different professions; business men and artisans arranged according to the particular trades with which they were identified; specialists in different courses of study and research; devotees of different hobbies, pastimes and sports; workers in different fields of religious and social welfare work.

When any particular book was announced and put into stock, these lists could be re-

ferred to and the special attention of each person likely to be particularly interested, drawn to the publication.

But a still later and more valuable card index list that was subsequently developed, was one of a more personal nature, entries being made on each of these cards as to the particular interests, business, social, hobbies, etc., of each individual, entries being made as such information was gleaned and, of course, the more familiar I became with these different people, the more entries found their way on these cards. The value of this systematic information will be readily appre-

RECORD OF AMERICAN BOOK PRODUCTION, MAY, 1916.*

INTERNATIONAL CLASSIFICATION	New Publications		By Origin			Total
	New Books	New Editions	American Authors	English and Other Foreign Authors	Imported	
Philosophy	22	1	21	1	1	23
Religion, Theology	35	3	26	1	11	38
Sociology, Economics	63	4	61	1	5	67
Law	21	3	24			24
Education	20		18		2	20
Philology	11	3	5	4	5	14
Science	30	3	29		4	33
Applied Science, Engineering	59	6	63		2	65
Medicine, Hygiene	23	14	30		7	37
Agriculture	34		33		1	34
Domestic Economy	7	2	9			9
Business	11		10		1	11
Fine Arts	13	2	13		2	15
Music	8		8			8
Games, Amusements	9		8	1		9
General Literature, Essays	19		16	2	1	19
Poetry and Drama	45	4	40	7	2	49
Fiction	47	2	40	2	7	49
Juvenile Books	13		13			13
History	48		46	1	1	48
Geography, Travel	41	2	40		3	43
Biography, Genealogy ...	35	1	30		6	36
General Works, Misl.....	6		5		1	6
Total.....	630	50	588	20	62	670

*These figures include pamphlets, of which 151 were recorded in May. In May, 1915, 531 new books and 86 new editions were recorded.

ciated and the very routine of carrying out this work was productive of good ideas, especially for window display and newspaper advertising.

To make a long story short the result was that the turnover, after this new plan of selling had been in force for one year, showed a total turnover three times as great as it had been, school texts and all other classes of books being included in this scope.

COPYRIGHT NOTES

COSTA RICA RATIFIES PAN-AMERICAN COPYRIGHT TREATY

SECRETARY of the Treasury McAdoo, as president of the International High Commission, has been advised by the Minister of Finance of Costa Rica that that country has ratified the Pan-American copyright treaty of 1910, along with three other treaties relating to pecuniary claims, patents and trade marks.

PHOTOGRAPH OF PUBLIC BUILDING SUBJECT TO COPYRIGHT

IN A DECISION just handed down by Judge Mayer, of the United States District Court, New York, it was held that "A photograph of a public building is the subject of copyright. No one may have a monopoly of photographing a public building or of copyrighting the photograph. But the copy of the particular photograph of a public building which has been copyrighted constitutes an infringement." The opinion was in the suit of A. Pagano, W. E. Roege, and J. F. Tracy against the Charles Beseler Company for damages for the alleged infringement of copyright of a photograph of Fifth Avenue between Forty-first and Forty-second Streets, including the Public Library. The complaint said that the picture was "from his own original conception, to which he gave visible form by selecting the position and place from which to take such picture, and the moment when the light, shade, cloud, and sky effects upon said New York Public Library and its surroundings combined to make a new, harmonious and artistic picture." Judgment was entered for the plaintiffs.

INFRINGEMENT OF COPYRIGHT BY A JOINT OWNER

G. Routledge & Son, Ltd., the English publishers, took over from a defunct firm the publication of a three-volume work by Cescinsky on "English Furniture of the Eighteenth Century" and later published a one-volume work on "English Domestic Clocks," of which Cescinsky was half author. The first three volumes were taken over with the agreement that the copyright was "vested in the author and publishers equally, and no arrangement for transfer of such copyright or the right of translation and publication in any other language shall be concluded without the consent in writing of both parties to this agreement." The volume on "English Domestic Clocks" was published under an agreement that the copyright should belong to the publishers. After the four volumes had been published, G. Routledge & Sons entered into an agreement with a Mr. Burgess under which he was to write a book to be called "Antique Furni-

ture," and to assist Mr. Burgess the publishers lent him the four volumes of which Cescinsky was the author. When Mr. Burgess' book was published Cescinsky alleged that its publication constituted an infringement of his copyright and was also a breach of an implied term in his agreements with the publishers that they would do nothing to injure or diminish the value of his royalties or his right to royalties under the said agreements, or to injure or infringe the copyright in his books, and he brought action claiming damages and an injunction to restrain the publication of the rival book. As to the alleged implied term not to injure the plaintiff's royalty or interest in his books, the judge held that such an implied term must include a covenant not to publish even a competing book, and that seemed to him to be much too wide a covenant to imply. As to infringement of copyright it was held that there was an infringement. But the defendants contended that as co-owners of the copyright they were entitled to use the property without the consent of the other co-owner. The judge ruled that since copyright is infringed by any person who, without the consent of the owner, does anything the sole right to do which is by the Act conferred on the owner, the singular included the plural, and therefore a reproduction without the consent of all the owners was an infringement, and he, the learned judge, did not see why one co-owner was not as much within the statute as a stranger. He therefore granted an injunction to the plaintiff in the case of the "English Furniture of the Eighteenth Century." The case with regard to "Domestic Clocks" was, however, different. The defendants had the whole interest in the copyright, and the plaintiff had only royalties on the editions of his own work, with a lien for these royalties. He, the learned judge, could find no justification for implying an obligation on the defendants' part not to reproduce in other publications matter of which they alone held the copyright.

COPYRIGHT IN RUSSIA

IN VIEW of the growing interest in Russia in books by English and American authors and of the fact that the absence of any treaty agreement with Russia makes American authors and composers dependent upon the Russian Copyright Act for protection in that country, the following clear and brief statement of some of the more important features of the Russian act of 1911, reprinted from the *English Author*, is of especial interest. The words United States may of course be substituted for England throughout without changing the application:

"By simultaneous publication in Russia a British author may obtain copyright for his literary work on the same terms as if he were a Russian subject. That is to say he will by such publication acquire the exclusive right of reproducing the work in the original for his life and for fifty years after his death. The right of translation, however, is limited to ten years and is conditional upon his producing an authorized Russian translation

within five years after the first publication of the original. The translating right must also be expressly reserved by notice to that effect on the title-page of or in the preface to the original. Whether it is sufficient to print this notice on all copies published in Russia or whether it must not be printed on all copies wherever published is not quite clear. As a matter of precaution it should be printed on all copies, that is to say on the English as well as the Russian edition.

"If the literary work of a British author is published in England and is not simultaneously published in Russia the translating right in Russia is free and it is open to any one to publish a Russian translation. Reproduction, however, of the original in Russia is prohibited. That is to say, in the case of all English books published in England the author has the exclusive right of publishing an English edition in Russia and no formality whatever is necessary in order to secure this right.

"With regard to musical works, English composers have in Russia the same rights as Russian composers and no simultaneous publication in Russia is necessary. Copyright in music includes the right of mechanical reproduction, but if one manufacturer is permitted to reproduce mechanically the same right upon the same terms must be granted to any other manufacturer who claims it. The exclusive right of publicly performing a musical work in Russia is, however, conditional upon the right of public performance having been reserved by notice printed on all published copies. Composers who wish to obtain full protection in Russia should therefore see that a notice reserving performing rights is printed on all copies of their work wherever published. In Russia public performance of a musical work is permitted without the composer's consent if the performance is not directly or indirectly for profit or if the performance is for charity and the performers are not paid for their services, or if the performance is part of a public festival. Subject to these exceptions a notice reserving performing rights will give the British composer exclusive performing rights in Russia.

"With regard to dramatic works it would seem that a British dramatic author is fully protected in Russia against an unauthorized performance of his work either in the original or in the form of a Russian translation and that no simultaneous publication or performance in Russia is necessary. Neither is it necessary to reserve expressly the performing right by notice."

COMMUNICATIONS

WRITING AND SELLING MEDICAL BOOKS AND JOURNALS

Philadelphia, Pa.

Editor the PUBLISHERS' WEEKLY:

The writer has spent many years promoting the sale of medical books and the distribution of medical journals and has come to the conclusion that in the case of both the labor is great and the profits small. Many medical

books are published at a loss, while the majority of medical periodicals are a drug on the market.

Why is this?

Medical books are a necessity, and fill an indispensable place. Students, physicians, teachers, medical writers, laboratory investigators, hospital practitioners, specialists, nurses—all have constant use for standardized books on the progress of the science of medicine. Do such books reach anything like a fair proportion of their possible clientele? There is scarcely a medical publisher who will not answer no. Likewise in the case of the medical periodicals, consider the brains, energy, specialized knowledge, experience, to say nothing of the money, that go continually into their writing, editing, publication, promotion and distribution. Yet only one in a score of these pays even for the initial cost of publication and promotion.

Again, why is it? Are there too many medical books and too many medical periodicals? Hardly. Out of twenty thousand accredited practitioners needing books the average sale of a medical publication ought to be greater than 500 copies. Some first-class works written by experts do not even reach a clientele of 500 purchasers. Often there has to be a big free list in order to even accomplish the output of half-a-thousand sold copies. I worked for a medical book house whose complimentary list of books given away in a single year aggregated a cost—loss—of ten thousand dollars. Something is wrong, something radically wrong, it would seem.

Why don't the doctors buy the books and subscribe to the periodicals they so imperatively need? Perhaps it is the fault of the publisher. So far as the books are concerned all complimentary lists should be abolished. That is the first thing. Second, the work of promotion should be disassociated from the work of production. Those who write the books should have nothing to do with the varied labors of selling and promoting them. Too many publishers of both medical books and medical journals fall into the error of thinking that those who promote and sell should be members of the medical profession. There is scarcely a medical journal which is not edited and published by a doctor who *per se* knows nothing whatever about the publishing business. In many cases he is a good doctor but a poor promotor. In some cases he is both a bad doctor and a poor, halting, behind-the-times, dead to the (publishing) world promotor. He doesn't know the game, and by reason of his very profession he is unfit to acquire a knowledge of it. Medical journals should be edited by journalists, and promoted by circulation managers. If you want to sell your medical journals, chase the doctors out of the business department. Put a journalist into the editorial chair.

The same applies to the selling of medical books. I sold medical books on the road and constantly got into competition—disastrous

for him and me—with "the doctor" selling on the road. He knew something about pills, but nothing about books. As a book salesman he was but a marplot. He simply spoiled the business. The best man I met on the road—he is there still—is one who knows about as much about medicine as he does about plastering. He is a salesman, and that is all he needs to be. Those who buy medical books, like other people, are vulnerable to salesmanship. And that brings in the reasons why more physicians, professors, analysts, experts, internes, don't buy more medical books and patronize more medical journals: Because they are not approached by the proper people.

Let the doctors practice medicine and let business men edit, publish and promote the medical books and the medical periodicals. Put only real salesmen on the road. Cut out the narrow, restricting technical end except so far as concerns the contents and subject-matter of the books and the journals. Don't give away a \$6 book in order to induce the sale of a \$4 one. *Advertise*. First, last and all the time, publishing medical books and medical periodicals is a business and not a profession.

With regard to medical journals let me express a concluding thought. Why are they so exclusive in their appeal? As a rule they are published for the medical profession alone. Why don't their publishers branch out so as to reach the greater world of people outside the circumscribed circle of medicine and those who practice it? Scientists are not the only subscribers to scientific journals; likewise artists are not the sole purchasers of art journals. People subscribe to *Outing* who never go anywhere. The health question is a public one. Let the medical periodicals publish popular articles on health and bring their contents within the purview of the general public. Would this not help to make some medical publications pay?

G. S. G.

PERIODICAL NOTES

Bruno's Weekly, which recently enlarged its size, has been incorporated for \$25,000 by W. L. Eckert, G. Bruno and C. Edison.

FRANK HARRIS has been appointed editor of *Pearson's Magazine*. Mr. Harris has had considerable magazine experience, having been editor and publisher of the London *Vanity Fair* and the *Candid Friend*.

THE ESTATE of Dr. Louis Kolpsch, owner of the *Christian Herald*, who died March 7, 1910, was recently appraised at \$872,992 gross and \$643,239 net. The value of the *Christian Herald*, with the good will, was fixed at \$358,334, of which the plant and library amounted to \$135,032 and accounts receivable amounted to \$77,188. The good will, estimated at three times the average annual income of \$68,417 for four years, was fixed at \$196,251.

LITERARY AND TRADE NOTES

THE ENGLISH CATALOG OF BOOKS, 1911-1915, will be published in the late autumn.

MARGARET DELAND'S "The Rising Tide" will be published by Harper & Bros. on August 24, not August 17, as we announced last week.

A NEW "PEPPER" BOOK, "Our Davie Pepper," will be published September 1 by the Lothrop, Lee & Shepard Co. It will be illustrated by Alice B. Stephens.

THE PRICE of Pearson & Kirchway's Essentials of English, First Book, New York State edition, listed in our Educational Number, should be 48 cents, not 68 cents.

HENRY MALKAN has been made sole agent for the publications of S. R. Wagel of Shanghai, China, and now carries in stock Mr. Wagel's two books, "Finance in China" and "Currency and Banking in China."

ANOTHER OF THOSE joy-forever thin paper sets that make book owners of apartment house dwellers is promised by the Macmillan Company—the works of Tourgueniéff, in fifteen volumes.

IT WILL BE good news to the thousands of lovers of her poetry that a new book by Josephine Preston Peabody to be entitled "Harvest Moon" is to be published this autumn.

DOUBLEDAY, PAGE & Co. are trying the experiment of a whole Saturday holiday for their entire force, office as well as mechanical, during the remaining three weeks of August. Should the experiment prove successful Saturday holidays will probably become the rule next summer.

THE BOBBS-MERRILL Co. will publish late this month "Arms and the Boy," by Colonel L. R. Gignilliat, superintendent of Culver Military Academy. The book contains an introduction by the Secretary of War, and attempts to show the value in Peace and importance in War of military training schools and colleges.

JUST ABOVE THE DOOR HANDLE in the bookstore of George W. Jacobs Co., 1628 Chestnut street, Philadelphia, is a neat brass plate bearing this inscription:

"THANK YOU. CALL AGAIN."

Browsers and purchasers may be turned into permanent customers by the cordiality of these words.

"DOUBTLESS A MORE interesting, better written book than William McFee's 'Casuals of the Sea' has been issued recently, but if so, we have missed it," says E. P. A. in the New York *Tribune*. Mr. Adams had read an advance copy of the book, which is to be published September 20th by Doubleday, Page & Co.

ELIZA CALVERT HALL, who has written her last "Aunt Jane of Kentucky" story for her new book, "Clover and Blue Grass," is in reality Mrs. L. C. Oberchain, the wife of a Kentucky college president. "Aunt Jane of Kentucky" was rejected by twelve publishers before Little, Brown & Co. accepted the story. It is now selling in its twenty-second edition.

THE BOOKSTORE BULLETIN BOARD near the door of the E. P. Dutton & Co. store seems a

model of its kind. About 18 inches square, with "Latest Books" in prominent letters at the top, it contains on the right the three captions "Fiction," "Miscellaneous," "Books of the Moment," and in the opposite spaces to the left, typewritten lists of some half-dozen up to the minute books in each class.

THE AMERICAN BOOKPLATE SOCIETY announces the publication of a volume dealing with the bookplates by the late George W. Eve, written and compiled by George Heath Viner. In general format the book will resemble "The First Year Book," being printed on Van Gelder hand-made paper and suitably bound in buff boards. The text will include among other things a description of the 250 bookplates which stand to the author's credit.

ALL BOOKS issued from the Princeton University Press are passed upon by the Committee on Publications, and no book is published by the Press which is not recommended by this committee. The members nominated for 1916-1917 by President John Grier Hibben and elected by the University Press Council are: Dean William F. Magie, chairman; Professors Edward Capps, Dana C. Munro, V. Lansing Collins, Frank J. Mather, and Mr. Whitney Darrow, secretary.

MARGARET FULLER, who has written in "A New England Childhood" the story of the early days of Edmund Clarence Stedman, was for many years the secretary of this gifted poet-banker, who died in 1908 at the age of 75. Miss Fuller has continued to make her home in Norwich, Connecticut, where Stedman lived in his early days, and in her sympathetic account of Stedman's childhood she has supplied a faithful picture of New England village life.

HILAIRE BELLOC'S "Elements of the Great War" (Second Phase) will be published by Hearst's International Library Co. on August 29. The first phase covered events to September 5, 1914, and the main subject of the second volume is the Battle of the Marne. Mr. Belloc is making no effort to hurry his work; the thoroughness with which he is writing is evidenced by his extensive visit to the battlefield of the Marne preparatory to starting the present volume.

NOT SINCE THE early days of its publication has there been such a demand for the late Dr. Edward Everett Hale's patriotic masterpiece "The Man Without a Country," according to Little, Brown & Company, who publish most of Dr. Hale's books. The preparedness and political campaigns have stimulated interest in this story of Philip Nolan to a remarkable degree. Little, Brown & Company report that they are constantly reprinting the book to keep up with the demand.

A SIGN IN THE window of the J. K. Gill Co., of Portland, Oregon,—in the shape of an open book—reads: "Spend a minute or an hour or as long as you like, browsing among the books. A little while spent in our book department each day will go far towards familiarizing you with the many important new books of each season. It is considered

quite proper at Gill's to look without buying, and if you use the 'phone, it is safe to buy at Gill's without looking."

THE FRENCH CENSOR recently established what is said to be a record, even in his strenuous line, when he suffered *L'Ecole Laique*, a Toulouse newspaper, to appear with three and three-quarters of its four pages blank. The other quarter page was filled with a few lines of advertising. The day after the issue, the editor received the following telegram from "Old Subscriber": "Continue your magnificent campaign. You have my enthusiastic support."

THE SEMI-ANNUAL meeting of the Associated Commercial Travelers of America, held at the Hotel Imperial, New York City, August 14th showed that the association is full of enthusiasm and eager to help in obtaining recognition of the rights of the men on the road in the way of suffrage and in other directions. Seventy-five attended the dinner. Millard E. Heise, a former president, was re-elected. C. C. Schepmoes of the Oxford University Press is on the Board of Directors as a representative of the book business.

AMONG the famous families of fiction "The Buchholz Family" deserves a place it has not yet achieved in America. "The Hausfrau Rampant" published to-day by Doran, is a translation by E. V. Lucas from the German classic by Dr. Julius Stinde. "The Buchholz Family" consists of letters by "Frau Wilhelmina Buchholz," describing the amusing adventures of her family in bourgeois German society. The condensed translation now offered is a selection of the best letters from the four volumes—a book which will be of interest to all lovers of German literature.

THERE IS HARDLY a business with which the bookseller cannot co-operate in some way. A recent item in "The Other Man's Way" department of *System* suggests an idea which the bookseller might do well to bring before local hotel keepers. "A small library of good books," it reads, "is provided by an eastern hotel for the accommodation of guests. If a guest leaves before he has finished a book, he is permitted to take it with him, and return it by mail after he is through. The cost is very small, and the returns in good-will, the manager of this hotel has found, are large."

THE STATEMENT of Senator Ashurst, appearing in the last issue of the PUBLISHERS' WEEKLY to the effect that there would be no action on the Stephens-Ashurst bill at this session of Congress, has been further confirmed by a letter to Edmund A. Whittier, secretary-treasurer of the American Fair Trade League, from Representative Dan V. Stephens, the sponsor of the bill. Mr. Stephens states in his letter, however, that Chairman Adamson and members of the House Committee which has the bill in charge, have agreed to make it the first order of business when Congress reassembles in the fall.

A LITTLE BOOK recently issued by the Cleveland Foundation giving the results of a care-

ful investigation of "The Printing Trades" of that city affords some significant facts probably equally true of other cities and of equal interest to them. Artisans in the printing trade are apparently the most favored of all large trade bodies. They average the highest wages of any trade with one exception and have steadier employment than any other important trade. Never in any month did the forces employed in printing plants in Cleveland fall below ninety per cent. of their maximum.

THE MAN WHO WANTS TO SELL BOOKS may do well to remember what a leading manufacturer of art publications says about his method of choosing salesmen. If the salesman's handling of the goods shows his appreciation of their beauty, then he is considered fit for his position. "I had a man with me for a week," said this manufacturer, "and he handled cards and calendars as if they were pig iron. I told him to go home and play the piano for a while. 'I don't play the piano,' he said. 'Well, go home and bang it, and come back with some curves and gentleness in your fingers.'"

ACCORDING to the *Philadelphia Press* many of the textbooks used in American schools are printed and bound in Japan. Japanese compositors earn about fifteen cents a day, and pressmen and binders are paid in the same proportion. This is about one-twentieth of the wages paid in the United States for similar work. And so, it is asserted by the *Press*, American schoolbooks are being reproduced in Japan with Oriental exactitude and exported to the United States for seven cents apiece. The same books, made in America, cost 33 1-3 cents apiece, with all the advantages of American machinery and increased per-capita production by American workmen.

COMMENTING on Mrs. Matthew's Children's Book Alcove in her Omaha bookstore, the *Omaha Bee* says editorially: "Why not make the children's department at our public library more attractive and serviceable by furnishing it like a lounging room and equipping it with comfortable chairs and desks and lamps and window hangings, and making it so homelike and cosy that the children would prefer to spend their leisure in its book and picture atmosphere than any other place that might tempt them?" We imagine that many children's librarians will reply that if children's rooms were made any more tempting they would be quite swamped with readers; many, especially in the large cities, are overwhelmed already.

EVERYBODY'S BOOK SHOP, in Dayton, Ohio, specializes on personal solicitation, according to *Globe-Wernicke Doings*. The outside salesmen report at seven-thirty each morning, arrange their calls to best advantage from a time-saving standpoint, and start out at eight o'clock. Mr. Schriefer, the sales manager, does likewise. While the sales manager is outside hustling for orders, he wants to know who comes into the store, so by having a 3 x 5 record card filled out for every visitor, he

knows each night who called during the day, and what was wanted. If new, the names are placed on the mailing list, and circulars immediately are sent to these recent visitors. A personal call follows, and the visitor is usually sold. The card is perforated for a loose-leaf book, so that the outside solicitor can carry it with him.

IN THE "What I Would Do" department of *System* the following appeared recently under the caption "If I Were a Publisher": "I would get out a book that would be more of a novelty than a novel. The title should be 'What Would You Do'; the author, 'Yourself.' The first chapter, and half of the second, would be written in the style of the average novel of the day. Then, in the middle of the second and every succeeding chapter would be a couple of blank pages for the reader to write his own version of the story. The illustrations should be drawn so that the reader could paste on photographed faces of himself or friends. In fact, the book would be a clever one to give to a friend, after the giver had worked in that friend as a character in the story. The added parts could be written in long-hand, and the illustrations pasted up with applied snapshots of the friend and his friends."

AN IDEA of the amount of fiction purchased annually by a large library system is furnished by the following statement by the assistant librarian of the Brooklyn Public Library, appearing in the *Boston Transcript*:

"During 1915 about 6000 novels published during the last two years were added to the library, as compared with the purchase of 23,000 volumes of adult fiction published before 1914 and comprising to a considerable extent the so-called classics—Dickens, Scott, Thackeray, etc. Less than seven per cent. of this year's book appropriation was expended for novels published during the last two years. The 6000 volumes of such novels represented 120 titles, an average duplication of fifty, which is certainly not excessive for a library with thirty-five branches. Tarkington's 'Turmoil' proved to be most in demand, 179 copies having been bought. On the other hand, the library has on its shelves 277 copies of 'Oliver Twist,' 342 of 'Ivanhoe,' 247 of 'Tale of Two Cities,' and 319 of 'The Count of Monte Cristo.'"

IT MAY NOT be generally known that the Authors' League of America has established a bureau where unprinted moving picture scenarios, for which the present copyright law offers no protection, may be registered. For a fee of 50 cents for each, the league will file motion-picture scenarios for members and non-members. Each scenario as it is received is stamped with a registration number, date and time of receipt, and is filed in the steel cabinets provided for that purpose. An entry is then made in the league's record books. Evidence is thus provided as to the date when the author had the complete scenario in his possession, and in case of suit for infringement he will have no trouble

in proving priority of his work over the pirated version. It is hoped that in this way authors may be to some extent protected against unscrupulous companies or readers, whose piracy of late has grown so widespread and audacious that, as was noted in a letter to the *May Editor*, the policy of "We crib what we can and send back what we can't" has even been frankly stated by people in the moving picture business.

AN ORGANIZED ATTEMPT is being made by French music publishers to oust Germany from the pre-eminent position she has gained in the music printing and publishing field. The *Scotsman* in commenting upon this subject, and in noting that an exhibition of French music printing is being held in Edinburgh, says:—"Few people realize how dependent upon Germany the world has become for its supply of printed music. Except in the United States, where the protective tariff makes American music printing and publishing necessities, out of every five pieces of music in existence perhaps four were published, or at least printed, in Germany. Various circumstances favored the Germans. One of the most important was the German conservatoire system. The result is that the world is flooded with German music and German editions—cheap, it must be admitted, accurate and well got up. Now, however, the French have resolved to show that the Germans can be beaten at their own game here as elsewhere. Since the outbreak of war there has been in process of issue by the leading French music publishers a vast body of publications, practically covering the entire literature of music, reflecting in the matter of editorial supervision the finest music scholarship of France, handsome in appearance and as inexpensive as anything produced in Germany."

WHAT JAPAN READS was described in a paragraph from the *Japan Times* reprinted recently in the *Dial*: "The result of the publication market in autumn is the barometer as to what books are favored by the people in this country. This season (October, 1915), at the Tokiwakadan Restaurant, Uyeno, for four days between the 7th and 11th inst., 184 publishers of the Tokyo Publishers' Guild, placed their publications on the market. Over 300 booksellers are reported to have come up from Formosa, Korea, Manchuria, and the Loochoo Islands as well as from various parts of Japan proper to enjoy the benefits offered by the market. The sale for four days totalled some 170,000 yen (\$85,000), of which such leading publishers as the Maruzen, Hakubun-kan, Okura, Rikugo-kan, and Fuzanbo secured each more than ten thousand yen (\$5,000). Publications dealing with popular science have enjoyed the keenest demand; next come those relating to popular history and geography; and the linguistic literature and dictionaries, especially the German-Japanese Dictionary by Prof. Tobari, have experienced a warm welcome. That the German-Japanese Dictionary has increased in favor may be due to the European war. So-called small series editions and

detective stories have seen their day and are now not found even on the auction list. Novels and romances are quite unpopular. As for the works of Mr. Rabindranath Tagore, the keen demand for them ceased with the confirmation of the rumor that he would give up his intended visit to this country."

WHY NOT WEED PAPERS? asks a writer in the *Druggists' Circular*, alarmed at the denuding of our forests in response to the demands of paper consumers. Any form of vegetation from trees down has more or less lignin and cellulose, which makes it possible to produce paper from it. Enormous quantities of paper and paper board of an inferior sort are made of straw and have been for many years. If the straws of wheat, oats, rye and barley will yield paper, and they do, so will rushes, so will salt grass, so will golden rod, ferns, thistles, bramble bushes, buckwheat and rice straws, grape vines, sumac, heather, daisies, corn stalks and husks, sugar cane, sawdust, tanbark, autumn leaves, and all the endless variety of weeds, shrubs and wild grasses. It might not be practicable to produce white newspaper from this stock, as some of the raw materials when air-dried might have a little coloring matter not amenable to bleaching agents, but it would be entirely feasible to produce wrapping paper equivalent to the grade called manila, formerly made of rope, but now made of wood; also box-makers' boards in all weights, roofing papers, wall paper stock, etc. In England there is a large use of a Spanish grass called esparto as a diluent for rag paper stock in making fine white papers. As far back as 1786, according to Munsell's "The Chronology of Paper Making," thistles were made into paper in England. In 1788 autumn leaves were made into paper in France. In 1828 corn husks were made into paper in England, part of which furnished the title page for "Corbett's Treatise on Corn," Mr. Corbett having grown the corn. In 1839 spent tan bark was made into paper in England. In 1854 an English patent was issued to Alexander Brown, a Scotchman, for the making of paper from ferns. In 1862 stalks of maize and sorghum were made into paper.

A CURIOUS SUIT was brought recently in England by Annesley Kenealy, an authoress, against W. H. Smith & Son, claiming damages for slander in respect of a statement made by the defendants' head librarian, Mr. Marshall, in the course of an interview with the plaintiff's publisher, Mr. Stanley Paul, at which interview Mr. Marshall explained to Mr. Paul their reason for not buying any copies of the plaintiff's novel, "The Water-Fly's Wooing." The plaintiff had introduced into her book a description of a fashionable dressmaker, Mme. Sonia, who kept baccarat and gaming rooms at her establishment in Mount Street, and Mr. Marshall said he was advised that Enos, Ltd., a dressmaking house at 103 Mount Street, might regard this as a libel on them. Enos, spelled backward is somewhat similar to Sonia. The plaintiff said that she did not contend that the de-

defendants had no right to refuse to circulate her book, but that they had attacked her as one who wrote hidden libels. Mr. Justice Coleridge held that on the evidence there was no case of actionable slander which he could submit to a jury, and he gave judgment for the defendants with costs. The English *Author* comments on the case as follows: "This case must not be taken as deciding that if a book is alleged by a circulating library to be libellous or immoral, a statement to that effect made by a librarian or library assistant to a member of the public might not in certain circumstances be an actionable slander. It might also in certain circumstances be libellous for a circulating library to assign a book to a class kept apart for books of an immoral or otherwise dangerous tendency. All the case decides is that the custodian of a circulating library is absolutely within his legal rights in drawing the attention of the publisher of a book to certain passages contained therein, expressing his opinion that the publication of such passages would expose his library to a possible action for libel and refusing to circulate the book unless the passages in question be deleted."

BUSINESS NOTES

LACROSSE, IND.—It is reported that the Huntoon Co., booksellers and stationers at La Crosse, Ind., are offering creditors 25 cents on the dollar.

LITTLE ROCK, ARK.—Allsopp & Chapple have suffered a considerable loss by fire.

NEW ORLEANS, LA.—Laporte & Co. have started in the book and stationery business, having purchased a portion of the stock of Thos. McCormack.

NEW YORK CITY.—Kennedy & Sullivan, Inc., have been incorporated with a capital stock of \$50,000, to engage in a book, stationery, advertising novelty and general publishing business. Incorporators: E. D. Dowling, 2060 Anthony Avenue, New York City; J. C. Healy, T. J. Kennedy, 48 Livingston Street, Brooklyn.

SANTA ANA, CAL.—It is reported that Parke S. Roper & Co., booksellers, newsdealers and stationers, have sold out to F. W. Wiesseman.

BIBLIOGRAPHICAL NOTES

GEORGE D. SMITH has bought, for a price said to be about \$300,000, the fine collection of Americana from the library of S. R. Christie-Miller, which was to have been sold at auction by Sotheby, Williamson & Hodge in London on Aug. 15, 16, and 17. On behalf of the owner, the auction house had reserved the right to dispose of it by private treaty before the date of the sale. The collection is said to be one of the most famous of its kind in the world, containing 500 volumes grouped under the following headings: South America, Virginia, New England, Newfoundland and the Northwest Passage. The library of Henry E. Huntington is said to contain only about 75 per cent. of the books in

the Christie-Miller collection. The following are some of the more important items:

The set of Theodore De Bry's "Voyages to America," in German and Latin, the most valuable set in the library, consisting of 102 volumes, valued, according to Mr. Smith, at \$20,000; "A Discovery of the Bermudas" (Bermudas), by Sir Thomas Gates (1610), valued at \$7500; description of a farewell given Sir Francis Drake before one of his voyages, rare, if not unique (1558), valued at \$10,000; "Plaine Path-Way to Plantations," by Richard Eburne, no copy in the British Museum (1626), valued at \$5000; "New Mexico, Otherwise the Voyage of Anthony Espeio," by Anthony de Espeio, valued at \$8000; "A True Discourse of the Late Voyages of Discoverie for the Finding of a Passage to Cathaya" (The northwest passage), in three volumes, by George Best, valued at \$4000; "A Briefe and True Report of the Newfoundland of Virginia," by Thomas Hariot (1585), valued at \$15,000; "A Narrative of the Troubles with the Indians in New England," by William Hubbard (1677), valued at \$3500; "A Voyage Into New England," by Christopher Levett (1628), valued at \$7000; "A True Reporte of the Late Discoveries and Possession of the Newfound Landes," by Sir George Peckham (1583), valued at \$7000.

"IT IS IMPOSSIBLE to account on any ground of reason for the habits of collectors who profess to specialize in beautiful books," says J. C. Squire in a recent number of *The Dial*. "Fashion seems to govern them completely. They get hold of the idea of Aldines; they rush for Aldines. But Aldus Manutius was not everybody; and, though Aldines are often beautiful books, there are others. Why should Elzevirs have had their vogue, and books printed at Basel (save for a few Eras-muses) be given the go-by? I have bought recently two most glorious Basel folios—Erasmus's Annotations to the New Testament (printed by Froben, with marginal cuts by Holbein) and Polydore Virgil's History of England—for a few shillings apiece. Why do so few people (though a number of Germans have begun specializing in this field) intelligently collect the beautiful Italian books of 1500-1530? Why are French printers like Stephanus so neglected? Why, indeed, do not the bibliophiles pay some attention to our few good English printers? Some years ago a man wrote a book about John Baskerville, the eighteenth century Birmingham and Cambridge printer, who used beautiful type and (almost as important) paper which has kept white. The result was a sudden rush for Baskervilles. But why not collect the books of his predecessor, Jacob Tonson, who not only printed well but usually illustrated his books with most entertaining engravings? Tonsons are, of course, common. You can find them in every shop; you can buy, for example, his great 'Prior' or his admirable 'Lucretius' for five shillings or seven-and-six. But if all who profess to care for dignified book production began to collect Tonsons it would soon be found that the supply of good copies of his volumes is not inexhaustible, and prices would certainly not remain at their present level. Foulis of Glasgow is another eighteenth-century printer who deserves the honor of being collected; his small classics are charming little books. But I suppose that if I persist in this sort of propaganda, I shall end by raising prices against myself!"

PICK-UPS.

GUARANTEED A TRUE YARN.

André Tridon has sent in the following gem through his publisher, B. W. Huebsch, vouching for its authenticity:

"I was at Waterville, Me., the other day and saw at the station a huge pile of canoes; asked a station hand whether that was a local industry. 'Yes,' he said, 'it's a Waterville fellow who used to be in the publishing line. Now he makes lots of money; who the hell reads books nowadays?'"

BOOKSELLER SUGGESTS PUBLISHER'S SLOGAN

A BOOKSELLER sends us the following ad., appearing daily in the *New Haven Register*, which by substituting "books" for "ice cream" would, in his opinion, make an admirable publisher's slogan:—

SEMON CAN'T MAKE
ALL THE ICE CREAM,
SO HE MAKES THE
BEST

THORNTON W. BURGESS' RECIPE FOR A CHILD'S STORY

INGREDIENTS: One or more facts, a liberal amount of imagination, a dash of truth, a moral lesson, action, adventure or lively dialogue, humor or pathos as desired, and a reasonable supply of simple English.

Use the fact or facts as the foundation. Stir in the imagination freely with the truth, taking care that the latter is never dissolved by the former. Spice highly with action, adventure or dialogue, whichever best suits your purpose, and add a dash of either humor or pathos. Pour the whole over the moral les-

son and serve in short, snappy sentences composed of simple words, employing a judicious amount of repetition.

These may best be compounded on paper by means of a typewriter, preferably one that is old, dusty and rich in service. Results are best when produced in haste. During the process the incense of tobacco should be kept burning, about two pipefuls being sufficient. From time to time spill some of the ashes into the typewriter.

MAKING A NOISE QUIETLY

THE homicidal motor car emits a warning squawk to those whose circumstances have prescribed that they should walk. The limousine whose lowest price is seven thousand bones addresses all pedestrians in soft and tuneful tones, while little things whose humble cost should make their owners meek, emit upon the atmosphere a paralyzing shriek.

The girl whose far progenitors were lords upon the earth, whose long and noble ancestry has certified her worth, surmounts her wise young summit with a plain three-fifty hat, for that's the modest manner of the true aristocrat. The fresh and foolish *parvenu*, with sham and shallow mind, appears in haberdashery that strikes beholders blind.

The advertisement which parades in black and bulging type may often indicate a firm which isn't fully ripe. A margin is artistic and the wise will take a hint which isn't hampered through their teeth with ninety-six-point print; for any tale that's strictly true may quietly be told in *cultured Old-style French* instead of *Gothic raw and bold*.—*Printers' Ink*.

Forthcoming Books

WEEK BEGINNING AUGUST 21

- Bishop, Farnham. Our first war in Mexico. Scrib. \$1.25 n.
Burnett, Frances H. The little hunchback Zia. Stokes. 75 c. n.
Corbett, Eliz. F. Cecily and the wide world. Holt. \$1.40 n.
Davis, G. B. Elements of international law. Harp.
Deland, Marg. The rising tide. Harp. \$1.35.
Dodge, Louis. Bonnie May. Scrib. \$1.35 n.
Drayton. Mother Goose. Scrib. \$1 n.
Ford, James L. Waitful watching. Stokes. 60 c. n.
Green, Anna Katharine. The chief legatee. Dodd, M. \$1.35 n.
Hough, Emerson. The magnificent adventure. Apltn.
Hueston, Ethel. Prudence says so. Bobbs-M. \$1.25 n.
Kauffman, Reginald Wright. The mark of the beast. Macaulay.
King, Grace. The pleasant ways of Saint Medard. Holt. \$1.40 n.
Kuprin, Alexander. A Slav soul, and other tales. Put. \$1.50 n.
Osborne, C. E. Religion in Europe and the world crisis. Dodd, M. \$2.50 n.
Perry, Ralph Barton. The free man and the soldier. Scrib. \$1.40 n.
Reese, Arth., and Watson, J. R. The Hampstead mystery. Lane. \$1.35 n.
Rolland, Romain. Haendel. Holt. \$1.50 n.
Ruck, Berta. In another girl's shoes. Dodd, M. \$1.35 n.
Saint-Beuve, C. A. Portraits of the seventeenth century. Pop. ed. Put. \$3.50 n.
Scherer, J. A. B. Cotton as a world power. Stokes. \$2 n.

- Seton, Ernest Thompson. Sandhill stag; Monarch. Scrib. ea. 50 c. n.
Smith, E. Boyd. In the land of make believe. Holt. \$1.50 n.
Spearman, Frank H. Held for orders. Scrib. \$1.35 n.
Stevenson, R. L. Child's garden of verse. Scrib. 50 c. n.
Tobenkin, E. Witte arrives. Stokes. \$1.25 n.
Verrill, A. Hyatt. Jungle chums. Holt. \$1.35 n.
Watson, Capt. W. H. L. Adventures of a despatch rider. Dodd, M. \$1.25 n.
Writers of the Day Ser.: Joseph Conrad, by Hugh Walpole; Thomas Hardy, by Harold Child. Holt. ea. 50 c. n.
Ford, Ja. L. Watchful waiting. Stokes. 60 c. n.
Hueston, Ethel. Prudence says so. Bobbs-M. \$1.25 n.

WEEK BEGINNING AUGUST 28.

- Anderson, Sherwood. Windy McPherson's son. Lane. \$1.40 n.
Belloc, Hilaire. Elements of the great war (Second Phase): The Battle of the Marne. Hearst's. \$1.50 n.
Hilton-Turvey, C. The Van Haavens. Small, M.
Lennox, A. G. Brownie. Lane. \$1.25 n.
Rees, A. J., and Watson, J. R. The Hampstead Mystery. Lane. \$1.35 n.
Reeve, Arth. B. The social gangster. Hearst's. \$1.25 n.
Shakespeare in pictorial art; special spring number of *The Studio*. Lane. \$2.50 n.; \$3 n.
Sidney, Margaret. Our Davie Pepper. Loth., L. & S. \$1.50.
Van Schaick, G. The girl at Big Loon Post. Small, M.

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); Sq., obl. nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

Alphabet (An) of Irish saints. N. Y., P. J. Kenedy & Sons. no paging. il. O pap. 40 c.

Verses are printed in English and Irish.

Anderson, Douglas, and Peyton, Balie. Making the American thoroughbred; especially in Tennessee 1800-1845; by Douglas Anderson; including reminiscences of the turf; by Balie Peyton. Madison, Tenn., D. Anderson. 320 p. il. 8° \$5

Archer, Effie Archer. Needlecraft. Garden City, N. Y., Doubleday, Page. c. '11 381 p. il. pls. col. front. figs. O (Work and play books) \$1 n.; formerly sold only in set, \$17.50 n.

Ausfeld, Anna. Zwei dramatisierte märchen: Aschenbrödel and Dornröschen; neuherausgegeben mit anmerkungen, fragen usw. N. Y., Holt. c. 3+90 p. D 35 c.

Bean, E. H., M.D. Food fundamentals. Columbus, O., The author, 145 N. High St. 6+194 p. 8° \$2 n.

Beyens, ———, Baron. Germany before the war; a careful study of the causes of the European conflict; with conclusions based on the two years' personal observations made while in Berlin. N. Y., T. Nelson & Sons. 366 p. 16° \$1.50 n.

Bible. Old Testament. The Coptic Psalter in the Freer Collection; ed. by W: H. Worrell. N. Y., Macmillan. c. 26+112 p. il. pls. facsms. Q (Univ. of Michigan humanistic ser.) pap. \$2 n.

Birge, W: Spoford. True food values and their low costs. N. Y., Sully & Kleinteich. c. 247 p. 12° 50 c. n.

Boenzinger, Bruno. Zweites aufsatzbuch; nach der direkten methode. N. Y., Holt. c. 6+188 p. S 90 c.

Boone, Cheshire L. Guide and index. Garden City, N. Y., Doubleday, Page. c. '11 9+280 p. il. pls. O (Work and play books) \$1 n.; formerly sold only in set, \$17.50 n.

Brown, B. S. Modern propagation of tree fruits. N. Y., Wiley. 150 p. il. 16° \$1.25 n.

Buckley, Dement & Co., Chicago. Mail advertising data book. Chic. [The author] c. 90 p. il. col. pls. 8° \$1

Burr, Amelia Josephine. Life and living; a book of verse. N. Y., Doran. c. 130 p. bds. \$1 n.

Burroughs, E. A. The patience of God; some thoughts in preparation for the national

mission of repentance and hope. N. Y., Longmans. 8+39 p. S pap. 20 c. n.

Butler, S: Erewhon; or, over the ridge. New ed. N. Y., Dutton. '15 324 p. 12° \$1.50 n.

Cajori, Florian, and Odell, Letitia R. Elementary algebra (second year course). N. Y., Macmillan. 201 p. 12° 75 c. n.

Camp, Eug. M. Christ's economy; scientific management of men and things in relation to God and His cause; with introd. by C: S. Burch. N. Y., Seabury Soc., 52 E. 25th St. c. 176 p. D \$1 n.

Aims to make available for modern lay workers the methods used by Jesus in preaching and assigning work to his disciples.

Carpenter, Rev. S. C. Let God arise; the challenge of the national mission to Catholic churchmen. N. Y., Longmans. 63 p. D pap. 30 c. n.

Cavanagh, G. A. Model aeroplanes and their motors; a practical book for beginners; drawings by Harry G: Schultz; with an introd. by H: Woodhouse. N. Y., Moffat, Yard. c. 132 p. il. pls. figs. D \$1 n.

History of model aviation as a sport, the fundamentals of aeroplane construction, different makes of motors used. Also glossary of terms and the world's model flying records. By model editor of *Aerial Age*.

Chapin, Howard Millar. Documentary history of Rhode Island; being the history of the town of Providence and Warwick to 1649, and of the colony to 1647. Providence, R. I., Preston & Rounds Co., 98 Westminster St. 10+278 p. il. maps facsm. 8° \$3 n.

Connecticut. State Library. Connecticut State Library, Hartford; a brief summary of its activities. 2d ed. Hartford, Ct., The library. '15 8 p. 16°

Delbridge, C: Lomax. Delbridge wonderful interest tables, 1 to 96 days; showing the interest on every sum from one dollar to one hundred thousand dollars, at the rates of ⅛%, ¼%, ½%, 1%, 1½%, 2%, 2½%, 3%, 3½%, 4%, 4½%, 5%, 5½%, 6%, 6½%, 7%, 7½%, 8%, 10% and 12%; also with time table and perpetual due date indicator. St. Louis, Delbridge Co. c. 98 p. 8° \$5

Dixon, Royal. Forest friends; with 8 il. in col. by Rob. Shepard McCourt. N. Y., Stokes. c. 207 p. pls. O \$1.35 n.

Household doings and neighborly adventures of certain animal people who live in a forest: why Mrs. Crow is black and cries "Caught! Caught!"; how Mrs. Elephant won the prize at the moonlight dance; and why the Muskrats have summer and winter homes like high society the world over.

Duffield, Eliz. M. Lucile triumphant; il. by M. P. Taylor. N. Y., Sully & Kleinteich. c. 6+306 p. D \$1 n.

Sequel to "Lucile the torch bearer," which shows a more grown-up heroine on a trip to Europe, straightening out a mystery in a château.

Fairfield, Asa Merrill. Fairfield's pioneer history of Lassen County, California; containing everything that can be learned about it from the beginning of the world to the year of Our Lord 1870; also much of the pioneer history of the state of Nevada; the biographies of Governor Isaac N. Roop and Peter Lassen; and many stories of Indian warfare never before published. Francisco, The author, care of H. S. Crocker Co. c. 22+506 p. il. pors. fold. map 8° \$3.50

Field, Louise A. Peter Rabbit and his pa. Akron, O., Saalfield. c. 64 p. il. pls. 12° bds. 25 c.

Foster, Edn. W. Carpentry and woodwork. Garden City, N. Y., Doubleday, Page. c. '11 556 p. il. pls. col. front. figs. O (Work and play books) \$1 n.; formerly sold only in set, \$17.50 n.

Foster, W. The biter bit; or, the sad end of a tail. N. Y., Warne. 16 p. col. il. obl. S bds. 50 c. n.

The truth will out; or, the yolk laid on the right shoulders. N. Y., Warne. 16 p. col. il. obl. S bds. 50 c. n.

Two animal tales for little children.

Francke, Harry Alverson. Tramping through Mexico, Guatemala and Honduras; being the random notes of an incurable vagabond; il. with photographs by the author. N. Y., Century Co. c. 378 p. pls. fold. col. map O \$2 n.

Simple, unadorned account of what was not a simple undertaking even to the author who is used to travel in Latin America. He passed through cities, hamlets, jungles, camped with Indians, visited lonely ranches and worked in mines.

George, W. L. The little beloved. New ed. Bost., Little, Brown. 424 p. 12° \$1.35 n.

Formerly pub. under title: The making of an Englishman, by Dodd, Mead & Co.

Gignilliat, Col. Leigh Robinson. Arms and the boy; military training in schools and colleges; its value in peace and its importance in war; with many practical suggestions for the course of training; and with brief descriptions of the most successful systems now in operation; with introd. by Newton D. Baker. Indianapolis, Bobbs-Merrill. c. 371 p. il. pls. pors. O \$1.50 n.

Concrete information about the ideals of military training, and their incorporation in educational work. Views an extension of systems described as part of effective American preparedness. Author is superintendent of Culver Military Academy.

Gilman, Eliz. Hale. Housekeeping. Garden City, N. Y., Doubleday, Page. c. '11 8+389 p. il. pls. col. front. O (Work and play books) \$1 n.; formerly sold only in set, \$17.50 n.

Hodgson, F. T. Mechanics, indoors and out. Garden City, N. Y., Doubleday, Page. c. '11 426 p. il. pls. col. front. figs. 426 p. O (Work and play books) \$1 n.; formerly sold only in set, \$17.50 n.

Homans, Ja. E. Homans' automobile handbook; the gasoline motor car; with full description of its essential parts and auxiliaries, and directions for its management, operation and care. N. Y., Sully & Kleinteich. c. 5+248 p. figs. D \$1 n.

Johnston, A. B. Eat and grow slender; a choice collection of menus and recipes which have been found efficacious in reducing adipose tissue; with an introduction. N. Y. [Sherwood Co.] c. 59 p. S 50 c. n.

Suggests that to avoid a special table, meals be planned as here set down, and potatoes and the like be added for those who are not reducing.

Jones, Rev. E. The beauty and truth of the Catholic Church. v. 2. 2d ed. St. Louis, Herder. 4+391 p. 8° \$1.50 n.

Jones, Fortier. With Serbia into exile; an American's adventures with the army that cannot die; il. with photographs. N. Y., Century Co. c. 447 p. pls. pors. O \$1.60 n.

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Keane, Bp. J. J. Sermons preached on various occasions. St. Louis, Herder. 6+355 p. 8° \$1.80 n.

Klickmann, Flora, ed. The modern knitting book; a book of ideas for knitted underwear, coats and wraps, caps and hoods, babies' and children's garments, socks and stockings; also new patterns in fancy knitting. N. Y., Stokes. 113 p. il. O bds. 75 c. n.

Kunz, G. F. Shakespeare and precious stones; treating of the known references of precious stones in Shakespeare's works; with comments as to the origin of his material, the knowledge of the poet concerning precious stones, and references as to where precious stones of his time came from. Phil., Lippincott. c. 100 p. il. pls. por. sq. O \$1.25 n.

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Menpes, World Children.

Boston Book Co., 83-91 Francis St., Boston, Mass.
Journal of Geography, Feb., 1915, 25 cents.
American Magazine, May, 1906.
House and Garden, 1914 to 1916.
International Studio, Nov., 1915, to July, 1916.

Charles L. Bowman & Co., 225 Fifth Ave., New York.
Vitruvius Architecture, old eds. wanted.
Consolidated Library of Modern Cooking and Household Recipes, vol. 1.
Tissot's Old Testament, large quarto, bound in cloth.
The Cabells and Their Kin.

Brentano's, Fifth Ave. and 27th St., New York.

Moore's Life and Letters of Byron.
Skinner's Present State of Peru.
Fletcher's Foreign Book Bindings.
Helper's No Joke.
Reid, The Brothers' War.
Voice of the Stars.
Rousseau's Complete Works, 19 vols., in English.
Lawson's Frenzied Finance.
Babies Hymnal, McFadden.
The Silent War, Mitchell.
Beverages and Sandwiches for Your Husband's Friends.

Old Testament History, G. W. Wade.
Biblical Introduction, Bennet and Adeney.
Guide to Modern Cookery, Escoffier.
Studies in Art Anatomy of Animals, E. T. Seton.
Morals and Dogma, Pike.
Memoirs of Princess Lamballe, Hardy.
Precious Stones and Gems, Streeter.
The Fan, Goldoni.
T. M. St. John's Hayti, the Black Republic.
Labor and Capital, Edw. Kellogg.
Our Benevolent Feudalism, Ghent.
Anatole France, Doubleday, Page & Co.
Aristotle, Doubleday, Page & Co.
Eminent Authors of Nineteenth Century, Crowell.
Ibsen, Björnson.
Impressions of Russia, Crowell.
Life of James Otis.
Memoirs of George A. A. Cary.
Story of a Hunchback, J. L. Lee.
Desert Ruins of Cathay, Stein.
The Satyricon of Petronius.
In a Grass Country, Lovett.
A Life's Mistake, Lovett.
The Great Ice Age, Geikie.
Selah Young's Youngs Family, Vicar, Christopher Yonges, his Ancestors, privately printed, St. Nicholas Society.

Burnand's Happy Thoughts.
Maxim Gorky, Doubleday, Page & Co.
Richard Wagner, Doubleday, Page & Co.
The Boss, A. H. Lewis.
Standard Time of North America, W. F. Allen, pub. 1883.

Mireiro Mistral.
Young Mestley, Merriman.
Ponce de Leon's Dictionary, Technological Dictionary.
Sidonia the Corceress, Meinhold.
The Philobiblon, R. deBurg.

Brentano's, F and 12th Sts., Washington, D. C.
Glanville, Power of Will.
Near East from Within.
Milmine, Life of Mary B. Eddy.
Seybert, Commission on Spiritualism.
Billings, Cleomenes.
Firth, Furnace of Iron.
Veatch, Two Samurai.

M. M. Breslou, 123 E. 23d St., New York.
Erring, Yet Noble, Isaac G. Reed, Jr., Boston.

BOOKS WANTED—Continued.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

When Christ Came to the Capitol.

Edmund D. Brooks, 89 Tenth St., South, Minneapolis, Minn.

Hope, Stars of the Desert.

Hope, Last Poems.

Brown Book Shop, Madison, Wis.

Magicians Tour, Harry Kellar.

Hellerism, Harry Hermon.

Leaves from a Conjuror's Scrap Book, Burlingame.

A Wizard's Wanderings, Holden.

Bryant & Douglas, 922 Grand Ave., Kansas City, Mo.

Richards and Williams, Dietary Computer.

Burrows Brothers Co., 633 Euclid Ave., Cleveland, O.

Brotherhood of Healers, Bain.

Kasidah, pub. Pott, limp leather ed.

Byron Book Co., 1041 E. 63d St., Chicago, Ill.

Books by and about Forrests.

Forrest Ancestors.

A Living Without a Boss.

From City to Country.

Mail Order Business Books.

Cadmus Book Shop, 150 W. 4th St., New York.

Savage, Genealogical Dictionary, vol. 4 only, cloth.

Plutocracy.

Remy Journey Salt Lake, vol. 1 only, cloth.

William J. Campbell, 1623 Chestnut St., Philadelphia.

Price, The Modern Factory.

Gaines, Speech on Mecklenburg Declaration, delivered before Scotch-Irish Society, about 1904-6.

Stevens, Recollections of Mr. James Lenox.

Stauffer, American Engravers.

Campion & Company, 1316 Walnut St., Philadelphia.

Sea Children, Clark Russell.

Ballads of Sunlit Years, Gordon.

Cannell Smith Chaffin Co., 218-230 Union League Bldg., Los Angeles, Cal.

Don Quixote, Scribner ed., vols. 1, 2, 4; limited 140 sets; Vierge illus.; or any odd vols. of Scribner Japan or white paper sets.

Geo. Sand, vol. 9 only of Barrie ed.; limit 1000 copies, printed on Japan paper.

Sidney Lee's Census of First Folio Shakespeare.

Audubon, Birds and Quadrupeds, octavo, 10 vols.

Carnegie Library of Pittsburgh, Pittsburgh, Pa.

Sudermann, The Undying Past, Lane.

Carr's Book Shop, Newport, R. I.

Woljeska, Woman's Confessional.

Laine, Condensed English Literature.

Central Book Co., 93 Nassau St., New York.

Elliot's Debates, 5 vols.

Federalist.

The Life and Death of Morgan and his Exposition of Masonry.

Chicago Medical Book Co., Congress and Honore Sts., Chicago, Ill.

Kleen, Handbook of Massage.

Dowse, Treatment by Physical Methods.

Hood, Treatment of Injuries by Friction and Movement.

Ling's Manual Treatment.

Eccles, Massage.

Kellogg, Vibrotherapy.

Christ Book Exchange, 411 Cedar St., St. Paul, Minn.

National Geographic Magazine, January, 1912.

Higher Accountance, La Salle Extension.

City Book & Stationery Co., LaFayette, Ind.

United States National Mus. Report, 1902, cloth.

City of St. Paul Public Library, St. Paul, Minn.

Illustration L.

Immigration Restriction League Report.

Independent.

International Journal of Ethics.

Iron Age.

Arthur H. Clark Co., Caxton Bldg., Cleveland, O.

Sorby Family Genealogy, Wm. H. Sorby.

Behring Sea Seal Fisheries, Correspondence re., 1886-90.

American Antiquarian Society Trans., vols. 1-6, 7 to date.

Scientific American, 1st ser., vols. 1-3.

Wisconsin Hist. Collections, vols. 1, 2, 5, 10-12, 14, 15 and 17 to date.

Andersonville, Ga., Prison, any books on.

Brinley Catalogue, parts 2 to 5.

Smith, Nat., M.D., Address on Death of, Wm. Allen, 1829.

Brigham, A., Biographical Sketch of, 1858.

De Fontaine, Marginalia, or Gleanings from Army Note Book.

Andrews, War-time Journal of Georgia Girl.

Sterne, Constitutional and Political Development of United States.

Earle, Pliny, M.D., Memoirs, ed. by F.B. Sanborn.

Kincaid, Biennial Report of Secretary of State of Oregon, 1895-6.

Acturial Society of America, Transactions, set.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

History of Vermont, Williams, Walpole ed.

The Way to Prosper, T. S. Arthur.

Schöll, Phraseological Dictionary.

D'Ooge, Latin for Beginners; any quantities.

Fraser and Squair's French Grammars.

White's First Greek Book.

Gleason's Edition Zenophon's Cyropædia.

Columbia Univ. Press Bookstore, 2960 Broadway, New York.

Impeachment of Andrew Johnson, pub. by order of the Senate, complete.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.

Love Letters Jane Welsh Carlyle.

Encyclopædia Britannica, 11th ed.

Book of Amortization Tables.

Books on Rope Fiber.

L. A. Comstock, care of Doubleday, Page & Co., Garden City, New York.

Handbook of Gastronomy, Brillat-Savarin, illus. by Lalause.

Almanach de Gourmands, Alexandre Dumas.

Dictionary of Cookery, Alexandre Dumas.

Conder's Bookstore, 366 Fifth Ave., New York.

Translations of Baudelaire into English.

Modes and Manners of Nineteenth Century, 3 vols.

Irving's The Sketch Book, 1819, part 2.

Irving's Oliver Goldsmith, N. Y., 1849.

The Garden in Pink.

Donald Evans' Sonnets from Patagonian.

Spalding's Sketches of Kentucky.

Rachel Plummer's book describing the Captivity Among Indians.

John Esten Cooke's Peony, Ellie.

T. O. Cramer, 1331 Grand Ave., Kansas City, Mo.

Flewer, History Edwards County, Ill.

Edwards, John N., Noted Guerillas.

Spalding, History of the City of Kansas.

Rebel Invasion of Missouri.

H. S. Crocker Co., 565 Market St., San Francisco.

Maddox Hueffer's Ladies Whose Bright Eyes, pub.

Doubleday, Page & Co., 2 copies.

Crotty Bros., Lansing, Mich.

Jeremy Bentham Works, set.

Dartmouth College Library, Hanover, N. H.

Harrison, Platonism in English Poetry of the Sixteenth and Seventeenth Centuries, 1903.

Owen, Relations of the Elizabethan Sonnet Sequences to Earlier English Verse, 1903.

Dawson's Book Shop, 518 So. Hill St., Los Angeles.

Bell, Reminiscences of a Ranger.

Holland, Freemasonry from the Great Pyramid.

Dearing's, 232 South Fourth Ave., Louisville, Ky.

Amateur Motorist, Max Pemberton.

The Wilkinson Trial.

Life of George Mason, Miss Kate Roland.

BOOKS WANTED—Continued.

DeWitt & Snelling, 1609 Telegraph Ave., Oakland, Cal.
National Geographic Magazine, March, 1910; May, 1911; April, 1915.
 Book of Light and Life, Davidson.
 Luther Burbank, Works of, 12 vols.
 Sympathy of Religions, Higginson.
 Darwin, Animals and Plants Under Domestication.
 Bourke, Campaigning with Crook.
 Wise, Los Gringos.
 Rose of the Rancho.
 Harte, Bell Ringer of Angels.

Dixie Book Shop, 41 Liberty St., New York.
 Hogan on Disputed Handwriting.
Markets, May 5, 1916.
 Practical Lessons in Actuarial Science, vol. 1.
 Fitch, Bond Book, 1915.
 Books on Forged Handwriting.

Robert H. Dodd, Fourth Ave. and 30th St., New York.
 Penfield's Posters in Miniature, Russell.

James F. Drake, 4 West 40th St., New York.
 Whistler, Grolier Club.
 Field, Tribune Primer, Denver.
 Stockton, Story Viteau, 1st ed.
 Pyle, Robin Hood, 1st ed.
 Wyoming Invasion, a novel(?).

Chas. H. Dressel, 552 Broad St., Newark, N. J.
 Root, The Overland Stage to California.
 Haslam, Seventy Years on the Frontier.
 Trustrum, Coffin and His Children.
 Kitchell Genealogy.
 Genealogy of the Powers Family, Amos H. Powers.

E. P. Dutton & Company, 681 Fifth Ave., New York.
 The Lives of the Popes, de Platina, 2 vols., ea. 40c.
 Philistine and Genius, Dr. B. Sidis, Moffat, Y.
 A Valiant Woman, pub. Crowell.
 Historical and Miscellaneous Questions, R. Magnall, Appleton.
 The King, The Kaiser, etc., McGuire, 1st ed.
 The Boy Wanderer, or No Relations, from the French of Hector Malot, pub. Lippincott.
 Autobiography of John Stuart Mill, Henry Holt & Co., \$1.00 ed.; also \$2.00 ed.
 A Wonderful Story, Geo. MacDonald, Henry Holt & Co.

Eau Claire Book & Sta. Co., Eau Claire, Wis.
 Artist's Year Book, Art League Pub. Co.
 Don, Rudolph Besier, Duffield.
 U. S. Colonies and Dependencies, Boyce, Rand.
 Golden Goose Book, L. L. Brooke, Warne.
 A Nursery Rhyme Picture Book, L. L. Brooke, Warne.
 Diverting History of John Gilpin, Caldecott, Warne.
 Hey Diddle, Diddle, Caldecott, Warne.
 Sketches of Animals, Flinzer, Hessling.
 Danish Fairy Tales, Gruntvig, Heni, Crowell.
 Poet's Country, Land, Lippincott.
 Four and Twenty Toilers, Lucas, McDevitt-Wilson.
 Little Masterpieces of Fiction, Mabie and Strachey, Doubleday.
 Our Old Nursery Rhyme, Mother Goose, H. W. Le-Mair, McKay.
 Grove's Dictionary of Music and Musicians.

W. C. Edwards, Sibley Block, Rochester, N. Y.
 Swinton, Fifth Reader ed., pub. 35-40 years ago.
 McGuffey, Rhetorical Reader, ed. pub. between 1845-1855.

Paul Elder & Co., 239 Grant Ave., San Francisco.
 Bombastis Furroso, Rhodes, 1919.
 Old Court Life in France, Frances Elliott, pub. in 1873 (1918).

H. W. Fisher & Co., 1629 Chestnut St., Philadelphia.
 Pushkin Poems.
 At Fault, Kate Chopin.
 Night in Arcadia, Kate Chopin.
 Brontë, set, pub. Grant, Edinburgh.

Flatbush Book Shoppe, 73 Flatbush Ave., Brooklyn, N. Y.
 Encyclopædia Britannica, 11th ed.
 Harvard Classics.
 Book of Knowledge.

P. K. Foley, 9 Hamilton Pl., Boston, Mass. [Cash.]
 Aldine Poets, cloth, uncut: Churchill, 1844, vols. 1, 2; Dryden, 1843, vol. 3; Swift, 1834, vols. 1, 2; or complete copies of these.
 American Almanacs, previous to 1800.
 American Plays, previous to 1850.
 Billings, Josh, On Ice, 1868.
 California, Plays, Song Books, Almanacs.
 Conrad, Children of the Sea, Dodd, 1897.
 Dimsdale's Vigilantes of Montana, 1866.
 Dorr Rebellion, Congressional Reports.
 Emerson Miscellanies, 1856.
 Hart, Romance of Yachting, 1848.
 Hart, Miriam Coffin, 1834.
 Harte, Pliocene Skull, 1871.
 Harte, M'liss, N. Y., 1873.
 Harte, Twins of Table Mountain, 1879.
 Harte, any 1st eds. previous to 1900.
 Henry, The Four Million, 1906.
 Henry, other 1st eds., fine copies.
 Herman, Wm., Dance of Death, 1877.
 Indian Captivities, Narratives, etc., perfect or imperfect copies.
 James, Watch and Ward, 1878.
 James, Passionate Pilgrim, 1875.
 James's Diary, N. Y., 1846.
 James, S., Three Years Among the Indians, 1846.
 Kipling, Dinah Shadd, N. Y., 1890.
 Kipling, Out of India, 1895.
 Lanier, S., Tiger Lillie, 1867.
 Lanier, Poems, 1877.
 New England Primer, previous to 1820; perfect or imperfect copies, with title pages.
 Newport, R. L., imprints, previous to 1800.
 Pike, Albert, Prose Sketches, 1834.
 Rambler's Magazine, N. Y., 1899-1, any nos.
 Omnium Gatherum, Boston, 1809-10, any.
 Christmas Tales, Boston, 1827.
 Tales of an Indian Camp, 1820 or 1829.
 Tales for You, Philadelphia, 1841.
 Thompson, The Humbler Poets, Chicago, 1886.
 Parkman, Oregon Trail, 1849, vol. 1.
 Parley, Universal History for Schools, 1837, vol. 1.
 Poe, Tales, 1840, vol. 1.
 Sabine, Loyalists, Boston, 1864, vol. 1, 8vo, cloth.
 Squier, Nicaragua, 1852, vol. 1, cloth.
 Taylor, El Dorado, 1850, vol. 1.
 Thompson, Green Mountain Boys, 1839, vol. 2.
 Thornton, Oregon, 1849, vol. 1.
 Beadle's Dime Novels, Recitations, etc.

W. Y. Foote Co., Syracuse, N. Y.
 Asbury's Journal, vols. 1 and 3.
 Wesley's Journal.
 Tales of the Border, Wilson.

Franklin Bookshop, 920 Walnut St., Philadelphia, Pa.
 Rare Quakeriana, before 1730: Broad-sides, Epistles, Mss., A. L. S. of Notables, American Imprints, Keith Schism, Geo. Fox and W. Penn 1st eds; no fancy prices considered.
 Fuz Buz, the Fly, and Mother Grabem, the Spider.

Gammel's Book Store, Austin, Texas.
 Thayer's Presumptive Evidence.
 McDonald's Handy Book.
 The Heimskringla, Samuel Laing, translation.
 The Lorgnette, Ik Marvel.
 The Last of the Mohicans.
 Innocents Abroad, Mark Twain.
 America Not Discovered by Columbus, R. B. Anderson.
 Norse Mythology, R. B. Anderson.
 Fridthjof's Saga, Esaias Tegner, Holcombs translation.
 Fridthjof's, Esaias Tegner, Holcombs translation.
 Rupert of Hentzau, Anthony Hope.
 Prisoner of Zenda.
 Davis, A Traitor, Bledsoe.
 Republic of Republics.
 Jones' Two Republics.

Gittmans' Book Shop, 375 King St., Charleston, S. C.
 Everett, Ed., Orations and Speeches, 7th ed., 1865.
 A'Becket, Comic History of Rome.

Gittmans' Book Shop, 1225 Main St., Columbia, S. C.
 The Symbolist Movement in English Literature, Symonds.
 The Ibsen Secret, Jennette Lee.
 Ships That Pass in the Night.
 Confessions of Maria Monk.

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The Gleason Book Co., 104 Jay St., Schenectady, N.Y.
Four-Masted Cat Boat.

Goodspeed's Book Shop, 5A Park St., Boston, Mass.
Sei-ichi taki, Three Essays, Relation of Landscape to Japanese Art.

Wasson, Capt. Simeon's Store.
Shaw, R. G., Dedication of Monument to.
In Peril and Privation; sea stories pub. about 1880.
George Nichols, Martha Nichols, Salem, 1912.
Halls of New England, Albany, 1883.
Didache, Alden.
Slave Songs of the United States, pub. A. Simpson & Co., N. Y., 1867.

Dodd, History of England, 3 vols., Brussels, 1737.
Smith, Forty Years in Washington Life.
Mark Twain, Works.
Lists of Social History and Genealogy.
Broome County, N. Y., Biographical Review.
Columbia County, N. Y., History of.
Lists of Genealogy and Local History, with prices affixed.

A. S. Graham, 214 Hale St., New Brunswick, N. J.
History of the State of Rhode Island and Providence Plantations, S. G. Arnold, cloth, vol. 1 only, N. Y., 1860.

John L. Grant, 127 Genesee St., Utica, N. Y.
The Book of Knowledge.

J. J. Gray, Ilion, N. Y.
Book or Papers About N. C. and Va.
Catalogues or Lists of Books for Sale.
Laws, Journals and Documents of N. C.
School Books in job lots.

Gregory's Bookstore, Inc., 116 Union St., Providence, R. I.

Arabian Nights, illus. by Dulac.
Clowes, Wm. L., Royal Navy, 7 vols.
Harara, T. R., Recollections of Olden Times.
Lyon, Colonial Furniture of New England.
Isham, Early Rhode Island Houses.
Oliver, Life of A. Hamilton.
Flammarion, Wonders of the Heavens.
Bishop, Wireless Operators' Pocketbook.

Harper & Brothers, Franklin Square, New York.
Sunday Supplement of the New York Sun, March 29, 1914, containing Pyle illus.

Harrison Company, Atlanta, Ga.
West Virginia Reports, 1 to 28.
Florida Reports, 1 to 22.
Mississippi Reprint, 65 volumes.
U. S. Supreme Court Reports, official edition, 226 to 240, sheep.
Century Digest, 50 volumes.

Harvard Co-operative Society, Inc., Cambridge, Mass.
Linwood, A Lexicon to Æschylus, 2d ed., 1847, Taylor & Walton.

Hays-Cushman Co., 1306 W. Madison St., Chicago.
Wilson's Hudson Bay, The Great Co.
James, Other House.
Huxley, Anatomy of Vertebrates and Invertebrates.
Haeckel, History of Creation.
Haeckel, Evolution of Man.
Lucas, Animals Before Man in North America.
Martin, A. W., Life of Jesus.
Indian Children and Their Pets.
Bedford, Night of Wonders.

Bruno Hessling Co., 2 W. 45th St., New York.
French, Geo., Advertising; The Social and Economic Problem.

E. Higgins Co., Toledo O.
Problems of Living, Brierly.

Himebaugh & Browne, 471 Fifth Ave., New York.
Mosses and Lichens, Shells, Trees and Spiders in Nature Library, brown buckram preferred.

Hirschfield Bros., Ltd., 263 High Holborn, London, W. C., Eng.

Annals of Surgery, vols. 1 and 2.
Ophthalmic Review, vol. 1, London, 1882.

Paul B. Hoeber, 67-69 E. 59th St., New York.
Archives of Pediatrics, January and October, 1897, or complete year.
Archives Internal Medicine, vols. 1-4.
Laryngoscope, 1914-1915.

Holmes Book Co., 333 So. Main St., Los Angeles, Cal.
Armies of India, Maj. G. F. MacManus, A. & C. Black.
Japanese Armor and Costume Books.
Allen Adair and Robert Le Diable, Porter.
Opening of the Gates, J. L. Macbeth.
Sleeping Bard, trans. Geo. Barron.
Sibley Astrology, 2 vols.
Dialogues of Luisa Segá.
Munroe Genealogy, John G. Locke, pub. 1853.
Warner's Best Literature, vol. 30, 34 red mor.

Jos. Horne Co., Penn and Fifth Aves., Pittsburgh, Pa.
The World Machine, Carl Snyder, 2 copies.

John Howell, 107 Grant Ave., San Francisco, Cal.
Roosevelt, Ranch Life and Hunting Trail, 1st ed., 1888.
Camden Edition of Walt Whitman.
Mahan, Archko Library.
Taine, Hist. of English Literature.
Caverly, Idyls of Theocritus and Eclogues.

Illinois Book Exchange, Lakeside Bldg., Chicago.

Cooley's Torts, 1907.
Clark, Contracts, 3d ed.
Bispham on Equity, any ed.
Rood on Wills.
Thayer's Cases Evidence, 2d ed.
Wigmore's Cases Torts.
Stearn's Suretyship.
Ames' Cases Equity, 2 vols.

Hall N. Jackson, 719 Vine St., Cincinnati, O.
Knight's Symbolic Language of Ancient Art and Mythology.
Dodge's Red Men of Ohio Valley.
Cenrad in Quest of His Youth.
The Story of a Penitent Soul.

George W. Jacobs & Co., 1628 Chestnut St., Philadelphia, Pa.

The Black Douglas, Crochet.
Harper's Bazar, March, 1914.
Hearst's Magazine, November, 1912.
The Life of Frances Marion, Ween.

U. P. James, 127 W. Seventh St., Cincinnati, O.
Hall's Letters from the West, London, 1828.

Meredith Janvier, 14 W. Hamilton St., Baltimore, Md.
[Cash.]

Conrad, Jos., London and New York, 1st eds.
Dreiser, Theo., Sister Carrie, etc.
Mencken, H. L., Geo. Bernard Shaw.
Lippincott's Magazine, September, 1889.
Janvier, Thomas A., Aztec Treasure House.
Del Ami, De Maupassant, Fanning trans.
Leacock, S., Literary Lapses, 1st ed.
Huneker, Jas., all titles, 1st eds.
Moore, Geo., New York and London 1st eds.
Bierce, A., Dance of Death, 2d or 3d ed.

E. W. Johnson, 10 W. 28th St., New York.
Life Gen. Steuben, Kapp, 1859.
Paston Letters, good ed.
Brewer's Henry VIII, 2 vols., 1884.

Johnson's Bookstore, 391 Main St., Springfield, Mass.
Mr. Sturge Henderson, Geo. Meredith, pub. Scribner.
Henley's Poems.
Autobiography of Cellini, Symonds.
Holmes' Authorship of Shakespeare, 2 vols., Houghton.
What War Teaches.

Ernst Kaufman, 22 North William St., New York.
Newton, Life of Christ.
Sermons by Richard C. Trench.

Kimball Bros., 46 Columbia St., Albany, N. Y.
Goff's Preparation for U. S. Civil Service.
Kellogg's Labor and Capital.

King Bros., 1182 Market St., San Francisco, Cal.
India Rubber, Gutta Percha, and Balata, W. T. Brannit, pub. H. C. Baird & Co., Philadelphia.
In Maiden Meditation, E. W. Trezevant, pub. McClurg & Co.
Mrs. Eddy's Science and Health, any ed.

BOOKS WANTED—Continued.

Korner & Wood Co., 737 Euclid Ave., Cleveland, O.
Beasant, Changing World.
Proctor, Half Hours with the Telescope, Putnam.
Bowen, Leopard and Lily, Doubleday.

A. Kroch & Co., 59 and 61 East Monroe St., Chicago.
Stoddard Lectures, supplementary 4 vols., 11-14, ed. half morocco.
Also complete set in 14 vols.; state condition.

Charles E. Lauriat Co., 385 Washington St., Boston.

Wherry's Tuscan Artists.
The Aran Islands, Synge, 1st ed. only.
Donkey John, Morley.
Dana, Two Years Before the Mast, 1869 ed. only.
Jowett's College Sermons, Macmillan, N. Y., 1895.
The Gentleman, Laurence Oliphant.
Quaint Corners of Ancient Empires, Shoemaker, pub. Put.

Indian and Eastern Architecture, Ferguson.
Brakespeare, A Romance.
Aim of Life, Maxom.
After Dinner Speeches, John D. Long.
American Navy, 2 vols, John D. Long.
Proceedings of the Ecumenical Council of Baltimore, or any book containing an account of them.
Silent Voices, Alma Tadema.
Bibliotics, The Study of Documents, P. Frazer.
The Son of Mary Bethel, Elsa Barker.
The Twentieth Century Christ, Paul Karishka.
Chapters About Erie, C. F. Adams.
How to Know the Birds from Flowers, Hereford.
Re-echo Club, C. Wells.
Loom and Spindle, A book of poems by mill operatives at Lowell, Mass.
Paley's Evidence of Christianity.
Pelham's Europe During the Middle Ages.
Karl in Queerland.

Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.
Under the Nursery Lamp, Caldwell Co.

Lemcke & Buechner, 30-32 West 27th St., New York.
Lang, Homer and His Age.
Macbride, North American Slime Moulds.
Schuchart, Schliemann's Excavations.

W. U. Lewisson, 147 Tremont St., Boston, Mass.
Pamphlets relating to George Washington.

Little, Brown & Co., 34 Beacon St., Boston, Mass.
Public Speaking, Benziger.
Making of an Orator, J. O. Power.
Oratory, Wesley.
White Sunlight of Potent Words, J. S. McIntosh.
Extemporaneous Speaking, W. Edgarly.
History of Accounts and Accounting, Richard Brown.
Life and Letters of George Cabot Lodge.
Friedlaender's Fortschritte der Teerfarbenfabrikation, 1877 to date, vols. 1 to 11, set.
Studies in Eloquence, Townsend.
Grammar of Eloquence, Barry.
Business Psychology, Knowlton.

Loring, Short & Harmon, Portland, Me.
Electrical Chemistry, Blount, last ed., Macmillan.

Loveman, Joseph & Loeb, Birmingham, Ala.
What is Man? Mark Twain.

Lowman & Hanford Co., Seattle, Wash.
J. C. Oman, Cults, Customs and Superstitions.

Lutheran Pub. Society, 150 Nassau St., New York.
Charles, Victory and Vanquished.
Luther on Galatians.
Casey, Treatise on Analytical Geometry.
Allemand, Principles of Applied Electro-Chemistry.

McClelland & Co., 141 North High St., Columbus, O.
On the Heights of Himalay, Fenno.
Esperanza.
Her Second Life, Mrs. Alexander.

McDevitt-Wilson's, 30 Church St., New York.
Francis Gribble, Story of Alpine Climbing, 1904.
Conway, The Bolivian Andes, 1901.
E. H. Fitzgerald, Climbs in the New Zealand Alps, 1896.
F. de Filippi, Ascent of Mt. St. Elias, 1900.

McDevitt-Wilson's—Continued.

DeWees, The Molly Maguires.
Holm, History of Greece, second-hand set.
Howe Genealogy, Daniel Waite Howe.
Romance of the Table, in three parts, J. K. Hoyt, 1872.

Jones, H. A., The Liars.
Knight, R. Payne, Symbolical Language in Ancient Art and Mythology, Bouton, N. Y., 1876.
Lalor, Cyclopaedia of Political Science, 3 vols.
Long Island Genealogies, comp. M. P. Bunker, pub. J. Munsell & Sons, Albany, 1895.
Luce, S. B., Textbook of Seamanship.
Matt Genealogy, T. C. Cornell, 1890.
Near East from Within, Funk & Wagnalls.
Autobiography of Samuel Osgood, of Andover, Mass.
Papa's Little Daughter Series, M. D. Brine.
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Plymouth, books on.
Political and Moral Justice, pamphlet, pub. about 1810.
Putnam's Monthly Historical Magazine, vols. 1 and 2, Salem, 1893.

Richmond, Olney H., Mystic Test Book.
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Russian Characteristics, pub. Chapman & Hall.
Schiller's Essays, Aesthetical and Philosophical, Macmillan.
Smith, Jonathan, Some Features of Shays' Rebellion.
Sumner, Memorial of the Rev. Jos., Worcester, 1888.
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Abbott, Jacob, The Corner Stone, pub. 1834.
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Putnam's Monthly Historical Magazine, vols. 1 and
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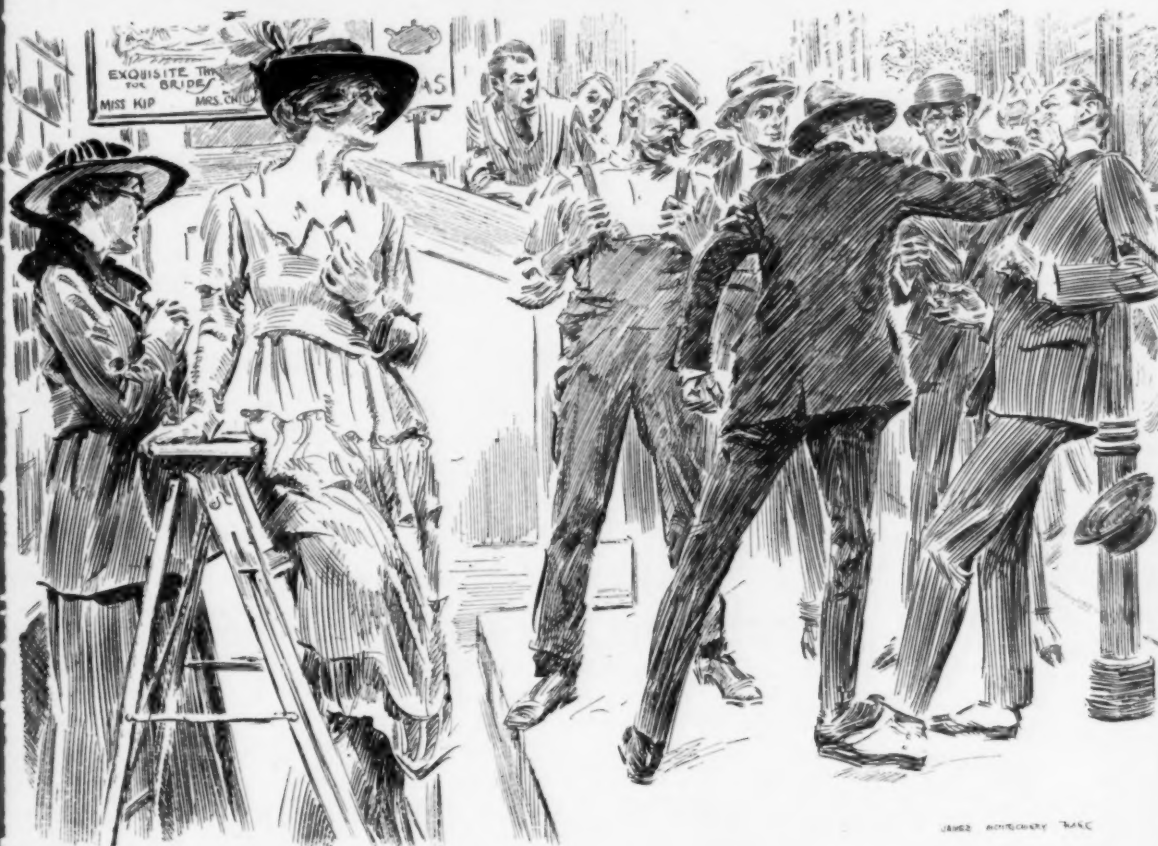
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THE PUBLISHERS' WEEKLY BOOK REVIEW

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THE FIRST UP-TO-THE-MINUTE SURVEY OF THE MEXICAN SITUATION

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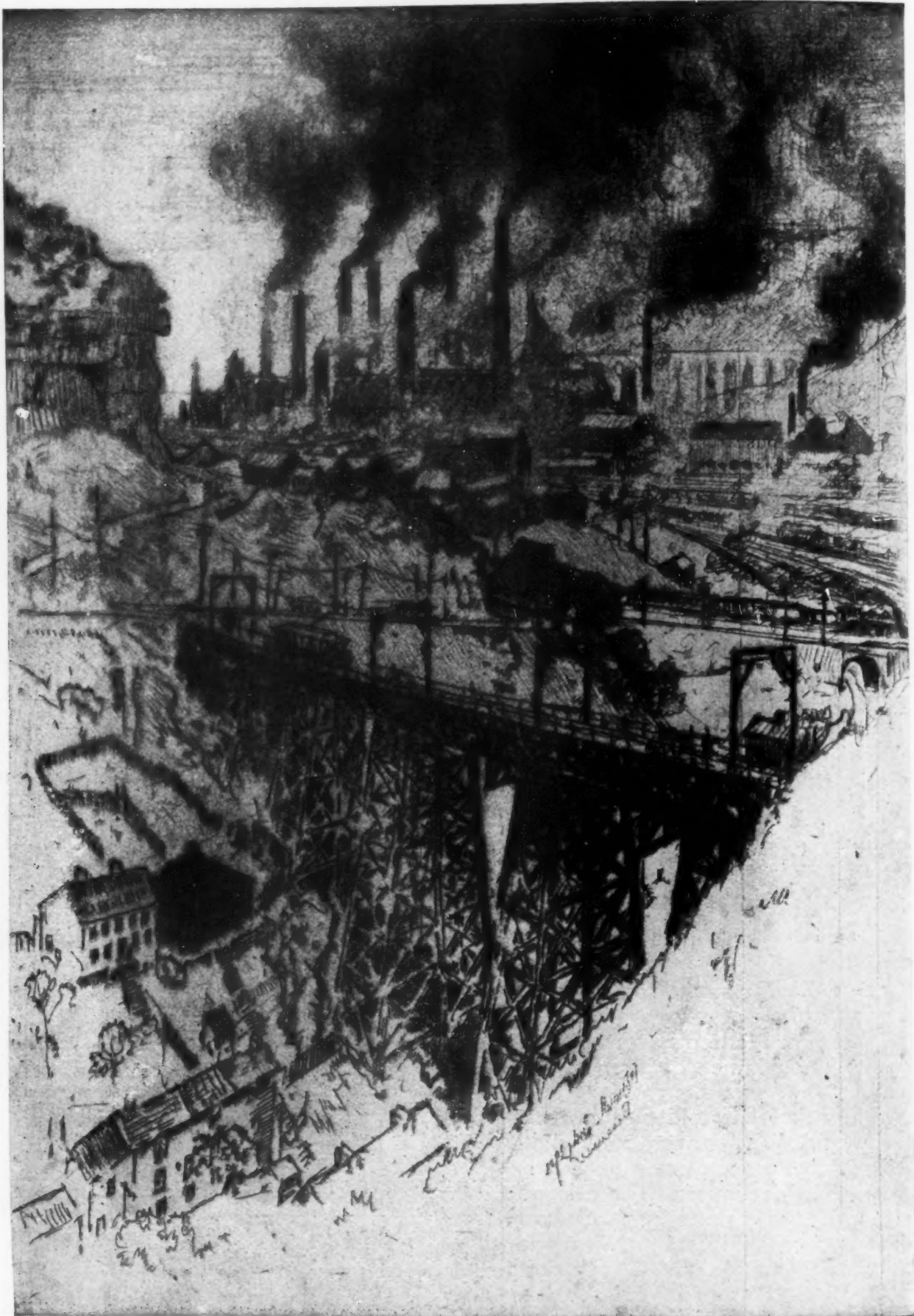
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THE EDGAR THOMSON STEEL WORKS, PITTSBURGH. FROM "JOSEPH PENNELL'S PICTURES OF THE WONDER OF WORK; REPRODUCTIONS OF A SERIES OF DRAWINGS, ETCHINGS, LITHOGRAPHS, MADE BY HIM ABOUT THE WORLD, 1881-1915, WITH IMPRESSIONS AND NOTES BY THE ARTIST"

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J. B. Lippincott Co.

THE BOOK REVIEW

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REVIEWERS.

Book Chat of the Month

CHAS. SCRIBNER'S SONS published "Bonnie May" by Louis Dodge, on August 19. It is the story of a precocious, sophisticated little child of the theatre, who flashes into the dull life of a conservative and aristocratic family. The illustrations are by Reginald Birch.

RARELY HAS THERE been such a good excuse for books about a presidential candidate as is afforded this year by the candidacy of Charles E. Hughes. Since Mr. Hughes has still spoken little, there has been a general searching through his previous speeches and decisions in an effort to find out where he stands. Of decided interest in this connection is the publication by the Putnams of an enlarged edition of "The Addresses of Charles Evans Hughes," and by Dutton of "Charles E. Hughes: the statesman as shown in the opinions of the jurist." The former contains of new matter several additional addresses, the telegram and letter of acceptance of the Presidential candidate and an introduction by Jacob Gould Schurman. The latter consists of a selection by Judge William L. Ransom of pregnant passages from Mr. Hughes' supreme court decisions.

ONE OF THE CHIEF CHARMS of *Everyman's Library* is its obvious sincerity. Some sets of classics are only too plainly manufactured and bought for the sake of the aggressive cultural atmosphere which radiates from a nice uniform row of books in bright bindings. *Everyman's* was made for reading. It is the most convenient of sets for arm-chair days, when heavy books are tiring, and one of the first standard sets the school children learn to know. School work and college preparation require familiarity with many classics. In this field *Everyman's* is hard to equal.

A JUVENILE by Dorothy Canfield should be a real event in juvenile bookdom. "Understood Betsy," announced by Holt, is the story of Betsy, a sickly, worried little girl of nine, who has been conscientiously brought up by nervous, apprehensive aunts, determined to do their duty by her. Circumstances suddenly set her down on a Vermont farm in the midst of simple, natural processes and simple, natural people, who have a deep, unconscious trust in life and the principle of growth. The experience of little Elizabeth Ann in the first



A MOST EXTRAORDINARY ANCIENT MAN STOOD THERE WATCHING HER
FROM "BONNIE MAY" BY LOUIS DODGE
Charles Scribner's Sons

year of her new life, as she slowly expands and develops like a plant placed in the sunshine, make up the narrative which is said to be full of incident and fun for young readers, and of food for thought for their parents.

✠

THE LAND OF OZ not being, as yet, involved in the European war, its chief historian, L. Frank Baum, has been able to record all sorts of gay doings in that consequential country in "Rinkitink in Oz," published by the Reilly & Britton Company. Mr. Baum's imagination has never yet flagged, and the new book will undoubtedly be a favorite among the year's juveniles.

✠

THE ARGUMENTS against vivisection in Sarah N. Cleghorn's "The Spinster" came as something of a surprise to those who had come to believe that anti-vivisection propaganda and the sort of clear thinking "The Spinster" exhibited did not go together. Further evidence that the question is still alive comes with the announcement by the John Lane Co. of "Vivisection—a Heartless Science," by the Hon. Stephen Coleridge, whose father, the Chief Justice, his grandfather, Sir John Coleridge, and the great poet, his great-grandfather, were all opponents of vivisection. The book is promised for the middle of September.

✠

JUDGING from her novels, Mary Roberts Rinehart is the kind of person you would like to meet after a hard day's work. "Tish," her latest, tells of the escapades of an enterprising spinster.

✠

UNDER THE TITLE "The Conditions of Labor in American Industries" the Funk & Wagnalls Co. are publishing an authoritative collection and synthesis of the results of re-

cent federal, state, and other investigations and studies of wage-earners in the principal industries of the United States. It will show their wages, their hours of labor, their sanitary conditions, the wage-earner's health and that of his family, the family income, the family expenditure, mortality statistics, etc. The book will be an unbiased scientific statement of facts, written in a non-technical style. Its authors are W. Jett Lauck, at present Director of the Bureau of Applied Economics, at Washington, and Edgar Sydenstricker, now Public Health Statistician of the U. S. Public Health Service.

✠

THORNTON W. BURGESS' "Quaddy" idea bids fair to become a national institution. "Quaddy," meaning little quadruped, came before the public at first as the name of a series of bedtime stories for children syndicated through the press and in book form, but so popular did the little "beasties" prove that it is now used on some half dozen different articles of child ware and the Quaddy Playthings Manufacturing Co., of Kansas City, Mo., manufacturers of "Quaddy" toys, games, etc., have just announced an extensive "Quaddy" advertising campaign to be carried on throughout the balance of the year in the newspapers of some thirty cities. In addition to the Kansas City firm, and, of course, Little, Brown & Co., publishers of the "Quaddy" books, the name is also used on jewelry, children's comforters and piece goods for children's bed clothing, juvenile stationery, handkerchiefs, animal crackers, and Little Stories for Bedtime, to be told in the author's own voice on records to be prepared by the Columbia Phonograph Company.

✠

THE AVERAGE YOUNG mother is eager for new books on baby care by people who know, regardless of how many works on the subject she may already own. Another book for her little library is the "Mothercraft Manual" by Mary L. Read, director of the School of Mothercraft, New York City, which Little, Brown & Co. will publish soon.

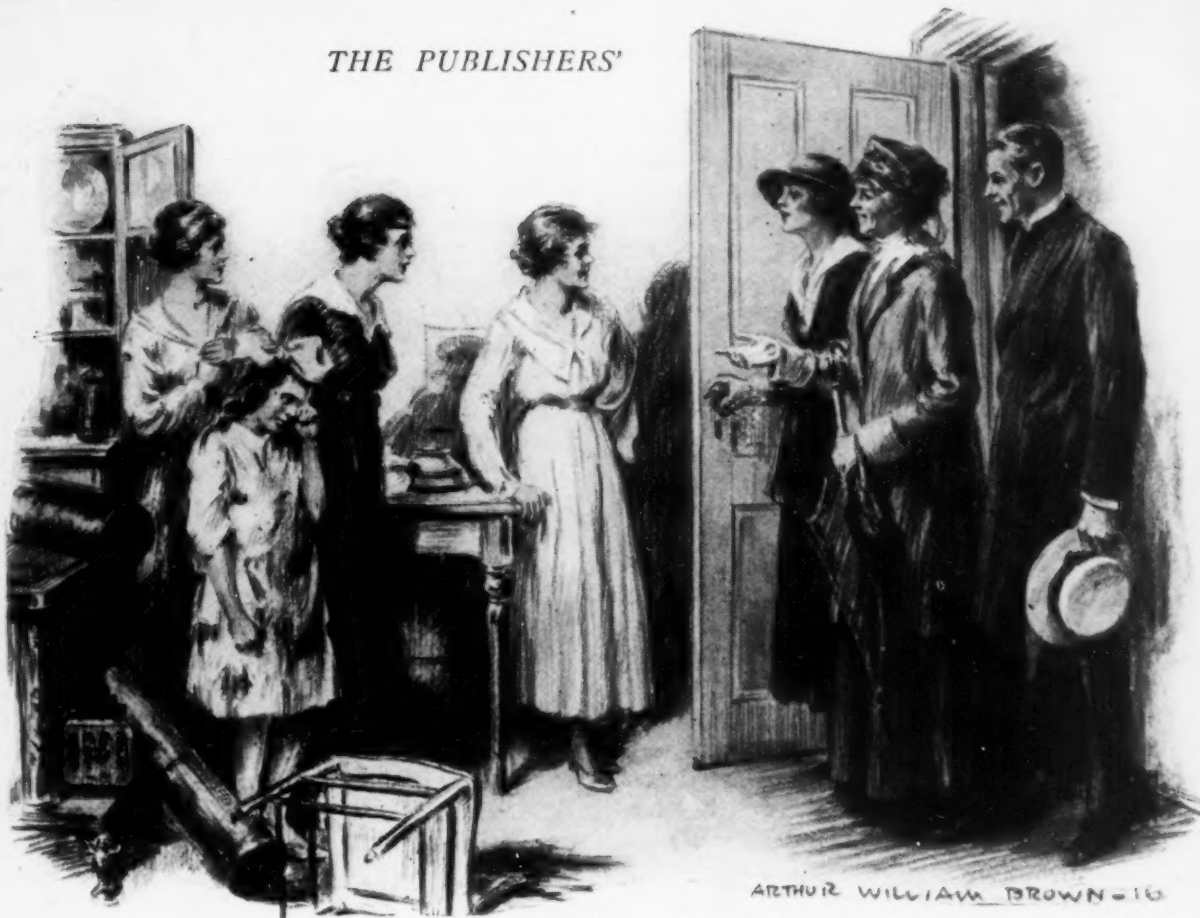
✠

WITH THE ADDITION of the new volume, "Texas, the Marvellous," the Page Co.'s *See America First Series* now includes six titles, the other five being: "On Sunset Highways," "Three Wonderlands of the American West," "Panama and the Canal Today," "Old Panama and Castilla del Oro," and "California: Romantic and Beautiful."



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ARTHUR WILLIAM BROWN-16

"WE LOVE YOU, BUT WE CAN'T KISS YOU"
FROM "PRUDENCE SAYS SO" BY ETHEL HUESTON
The Bobbs-Merrill Co.

Six New Autumn Novels

Including One Entirely Frivolous Work and Others of Serious Import

Reviewed by Mary Alden Hopkins, Frederic Taber Cooper, Rebecca D. Moore, and others

PRUDENCE SAYS SO.*

A book which chronicles the efforts of a jolly family of young people to get the greatest amount of enjoyment out of life in the intervals of trying to overlap the ends of a meagre income always has a charm. If the young people are as lively and as lovable as the Starrs in "Prudence Says So," the charm is enhanced. The book is a sequel to the author's "Prudence of the Parsonage." It has no heroine, or better five, if we include the Prudence of the first story who early in the book goes to a home of her own, leaving behind in the parsonage her influence in the "Prudence Says So" of the title, the conclusion of every battle of words that threatens the serenity of the parson's temperamental family.

Prudence, you will know if you have the earlier book, is the big sister who nearly allowed her devotion to the younger members of the family to interfere with her own life's happiness and that of a young man called Jerry. Possibly the twins, Carol and Lark, might be, we were going to say, singled out for heroines, if such a term were not mis-

representative of anything connected with this inseparable pair. They are first introduced at an age when silk stockings are the subject and object of their prayers. Prayer is answered, too, to the degree of four pairs apiece, and this in a Methodist parsonage. From this start they race through the book (not always in the silk stockings) and through one bit of fun to another attended always by a body-guard of admiring "boys" to reach the goal of *bona fide* lovers in the end. While these twins possess many of the endearing qualities of other story-book twins, they have this difference: They are not indistinguishable, beauty and brains as they expressed it themselves, having been divided between the two.

Fairy, the second sister, Connie, the youngest and the literary member, the amiable parson and the aunt who comes for a chaperon round out the parsonage household. Aunt Grace's distinguishing characteristic is her lack of conversation, a fortunate one in a family so proficient in the art as the Starrs.

As for the plot of "Prudence Says So," when the love affairs of five attractive young women have to be settled all in one book, there isn't room for much of anything else.

Rebecca D. Moore.

*Prudence Says So. By Ethel Hueston. Illus. by Arth. Wm. Brown. 309p. 12mo. Bobbs-M., \$1.25n.

A SLAV SOUL*

"A Slav Soul," by Alexander Kuprin, is a collection of fifteen short stories from the first of which the book takes its name. Mr. Stephen Graham, an Englishman, writes the introduction. He has selected these tales from the fourteen volumes of varied output which Kuprin has poured forth in the Russian language, and he has made his selection on the basis that "we do not want the ugly, and are interested more in brightest Russia than in darkest Russia." As Mr. Graham has delicately avoided not only darkest Russia, but also the great deal which he says Kuprin has written about the relationship of men and women, because "his weakness is the subject of women," we have a unique production—a Russian translation which will offend no one. It may safely be presented as a gift to the older generation, left carelessly lying on the library table, or read aloud to any company. It bears no relation to Kuprin's recent novel "The Pit." Mr. Graham has allowed but one jarring note to creep in. "Tempting Providence" has an unhappy ending. With that one exception the collection has that atmosphere of happiness and good fortune which we cherish in books because we cannot always obtain it in life.

Two of the stories, "The White Poodle" and "The Elephant," are delightful children's stories. I myself could not have endured it had Sergy not been successful in his midnight excursion. I should have shut up the book and gone myself to rescue the adorable and loyal poodle. The story of the elephant is, however, rather risky to read to a child. Any boy or girl after learning what a delightful plaything an elephant may be, would take to a sick bed to acquire one.

"Anathema" is a beautiful tribute to Tolstoy. "Cain" and "A Dog's Happiness" are symbolic. "Mechanical Justice" is tiresome and "Hamlet" is not tiresome. "A Slav Soul" is a portrait of Yasha, the family servant, Matsko, the family horse, and Bouton, the family dog. Yasha is the soul. The sketch is one of those perfect pieces of work which we have come to take for granted from Russian artists. "The Song and Dance" given the second place in the book is hardly second in excellence. It is slight and subtle. A group of artists are living for a time in an immense house on an untenanted estate. At Christmas time the artists set out on a round of holiday calls to the neighboring peasantry. Although they play games gaily and strive in every way to accommodate themselves to the occasion the gulf between the two classes cannot be bridged. Finally, they come to the

schoolhouse, where the children are having a tree and entertainment. Toward the end two children sing the song of the grasshopper in winter. The thriftless bug that has sung all summer is told, "You've sung the song, you call that doing, You've sung the song, then dance the dance." "I don't know how long this drone of evil boding and sinister recitation went on. But I remember clearly that during those minutes an appalling idea went through my brain. 'Here we stand,' thought I, 'a little band of *intelligentsia*, face to face with an innumerable peasantry, the most enigmatical, the greatest, and the most abased people in the world. What connects us with them? Nothing. Neither language, nor religion, nor labor, nor art. . . . Our complex work would seem laughable or pitiful to them, the austere and patient laborers of the fields. Yes. On the dreadful day of reckoning what answer shall we give to this child, wild beast, wise man, and animal, to this many-million-headed giant?' . . . God alone knows the destiny of the Russian people."

Mary Alden Hopkins.

THE HEART OF RACHAEL.*

Rachael, like other heroines of Mrs. Norris, rises from social obscurity to a position of prominence. Her good looks, dignity and coldly planned marriage to Clarence Breckenridge, bring her all the things she thought she wanted and leave her dissatisfied. Clarence adores his daughter by a former wife and soon loses interest in Rachael. She feels belittled and set aside, and is further outraged when her husband falls back into an early habit of drinking. Unexpectedly Dr. Gregory, of a conservative New York family, brings the first romance into her life. She divorces Breckenridge, not lightly, but from the sober conviction that he has forfeited his rights as her husband, and marries Gregory.

A few years of intense happiness precede a new gathering of clouds. Gregory's adoration loses some of its fervor; he is at times a trifle bored by Rachael's devotion. Eventually an affair with a pretty little society girl turned actress takes him farther and farther away from his wife. The actress brings matters to a climax by asking Rachael to free Gregory; Rachael gives up a long fight and leaves her husband, taking her two children with her; whereupon Gregory comes to his senses and spends long months trying to straighten the tangle he has made.

The burden of Rachael's philosophy—and apparently the author's—is that divorce for any reason is wrong. She argues that if she had stayed with Breckenridge (who after-

*A Slav Soul. By Alexander Kuprin. 235p. 12mo. Put., \$1.50n.

*The Heart of Rachael. By Kathleen Norris. Front. [in col.] by C. E. Chambers. 408p. 12mo. Dou., P. \$1.35n.

wards shot himself) all sorts of unhappiness might have been averted. Indeed, a reactionary note is sounded throughout the latter part of the book—churchgoing, simple living and other forgotten customs being highly recommended.

Mrs. Norris belongs to the widening group of novelists in which Churchill, Harrison and Canfield are leaders, who are determined to make us see the futility of society life. She is not so ardent a reformer as Dorothy Canfield, who cannot be equalled when it comes to rescuing smothering souls from the feather pillows of frivolity and self-indulgence, and she has not, perhaps, Mrs. Fisher's real disregard for the value of velvet as a background for noble womanhood. Again, the mother who says to her small son, "Never mind the broken string of beads, dear. Katy will pick them up for you" (the quotation is not exact), is not working out home problems along the Montessori lines Mrs. Fisher advocates. But when it comes to a real picture of conventional society folk Mrs. Norris is not easily surpassed. Their tricks of speech, way of thinking and lines of talk she has caught deliciously. Its small-talk, its etchings of tea-table and tennis court, rather than its anti-divorce arguments, give "The Heart of Rachael" distinction.

Doris Webb.

THE GIRL PHILIPPA.*

Some creative artists, literary and otherwise, have great visions, perhaps only one or two in a lifetime, and their very inmost being is wrapt up in one splendid masterpiece. Such, for example, was John Bunyan. Others, like Grey, the poet of the "Elegy," produce a limited number of pieces with infinite care and pains. A third class are able to turn off one production after another with no limit, apparently, except physical endurance. George Sand, Victor Herbert, and O. Henry are random examples of this admirably fecund group of artists.

Robert W. Chambers, whose "The Girl Philippa" recently appeared, belongs to this latter class. In reading through this generous five hundred-page volume one is impressed with the ease of composition, the constant signs of a writer with a gift for story-telling. Just as one feels when reading O. Henry that he could pick up his pencil at any time of day or night and dash off a good short-story, so one feels about Mr. Chambers and his novels.

This type of talent does not as a rule develop profound themes; it makes little attempt to influence public opinion; it produces no "Uncle Tom's Cabin." Nor does it create



RACHAEL

FROM "THE HEART OF RACHAEL" BY KATHLEEN NORRIS
Doubleday, Page & Co.

characters who dwell in the eyes and minds of generations—no Pickwicks, no Colonel Newcomes. Mr. Chambers does for his literary audience just what Mr. Herbert does for his musical audience—he entertains and pleases them.

"The Girl Philippa," then, is a craftsman-

*The Girl Philippa. By Robert W. Chambers. Illus. by Frank Craig. 525p. 12mo. Appln. \$1.40n.

like piece of fiction, felicitously written, interesting and pleasing. With a background of the great war, particularly the German advance through Belgium, he narrates a love and adventure story centering about a manly young American and a spirited girl of Balkan lineage. "Jim" Warner, an American artist in Belgium, helps a young Englishman to secrete and retain possession of certain papers of great military importance. While engaged in this hazardous enterprise, he accidentally encounters a remarkable young woman acting in the capacity of cashier in a café. A strong attachment is formed, but the girl is in the clutches of the dastardly café proprietor. Meanwhile war breaks out and the difficulties of the pair increase in number and intensity. However, they combine to meet terror with fortitude, and trickery with cleverness. At last a disclosure, which Warner had vaguely

anticipated, gives to Philippa the noble status which she was born to grace. But that doesn't necessarily imply that she deserts her dauntless young American protector. A feature which adds greatly to the enjoyment of the book are thirty-two fine full-page illustrations by Mr. Frank Craig.

Joseph Mosher.

THE WOMAN GIVES.*

Owen Johnson finishes his latest novel, "The Woman Gives," with an unexpected ending. Not an unpleasant ending—oh, no, indeed. No happening that will prevent its being a best seller, but a chaser that has never before appeared upon the menu. This novel is a distinct advance upon "The Salamander" in its portrayal of life, although it is intentionally far more life as we would like to have it, than life as it is. As in "The Salamander," Mr. Johnson accepts present day social conventions as ultimate and satisfactory. His characters twist and dodge and evade them, but never really lose hold. When pretty, gentle Pansy Hatman, the artist's model, elopes with Drinkwater, the sneaking villain of the group, her friends hope to goodness he has married her. The catastrophe in the Dangerfields' life comes from the impression that a man's honor depends upon his wife's actions. His own habit of arriving at the Arcade at night "a soiled and hopeless mass from the gutter" only endears him to his friends, but his wife's love affairs drive him from the face of society. However, when you once get the hang of what's right and what's wrong the story goes with a rush.

The clerk at the latest fiction counter will recommend the story as "a man's story," for the women are every one surpassingly lovely, and the men careless, debonaire, and triumphant. The theme is that women are the givers of the world and men take their love, devotion and beauty with a carelessness that only incites the women to further generosity. The old proverb has it, "A woman, a carpet, and a walnut tree, The more you beat 'em the better they be." Owen Johnson may write from a lingering recollection of that saying.

There's something doing all the time in Teagan's Arcade, where live poets, painters and poster makers.



"WILL YOU DO THIS FOR—FRANCE, SISTER EILA?"
FROM "THE GIRL PHILIPPA" BY ROBERT W. CHAMBERS
D. Appleton & Co.

*The Woman Gives. By Owen Johnson. Illus. by Howard Chandler Christy. 458p. Lit., B. \$1.40n. Ready Sept. 6.

Even the halls are thick with Bohemian atmosphere. The story opens with a Christmas Eve spree as funny as any drunken scene in any vaudeville or Charlie Chaplin in the movies, continues with a bequest of a thousand dollars payable Christmas morning, rises to a unique Christmas party in the studio of Art, Literature, and Music, and settles down to a steady clip with a case of romantic D. T.'s plus a broken heart shading to insanity. With this rapid fire action as a background, Inga Sonderson and Dangerfield, who was really not Dangerfield at all, stand out with limelight clarity. And if you want to know what they do, you'll have to read the book, for 458 pages of emotional heights and depths, excursions and alarms, climaxes, catastrophes and resolutions cannot be crowded into one short review.

Mary Alden Hopkins.

THE RISING TIDE.*

Here is a book which from beginning to end is an unmitigated joy. Its theme is the problem of the modern woman; its treatment is in a tone of tolerant, almost indulgent irony; its scope embraces all sides of the vexed problems of Woman's Suffrage, the Double Standard and all the other main and side issues involved. Yet the curious paradox offered by this book is that, while ultra-modern in its details, it goes back in essence, in structure, in its ultimate significance for at least a century. It does not matter whether the author deliberately set out to achieve this particular object or whether it is sheer coincidence—but the fact remains that "The Rising Tide" is substantially the book which Jane Austen might have written had she lived in twentieth century America, instead of nineteenth century England. Indeed, when the resemblance has been pointed out, it is impossible to lose sight of the fact that this is simply a new version of Miss Austen's *Emma*, transplanted to the era of the suffragette.

Translate *Emma* into the terms of to-day, and we have an epitome of Margaret Deland's new story. At first sight it would seem difficult to find a sharper contrast than that offered by Miss Austen's heroine and Frederica Payton, who affects the manners of men, is addicted to smoking and discusses sex problems with an unabashed frankness that seriously embarrasses her male acquaintances. And yet the two are closely akin in their rebellion against conventions and their desire to be of some practical use in the world.

The circumstance of the underlying resemblance to Miss Austen's novel, above pointed out, does not in any measure detract from the real importance of Margaret Deland's achievement. The most admirable quality of

her book is its fairness. She sees the whole woman question of the present time, as merely a passing phase of a very real and vital transition. Suffrage, she appears to say, is not a solution but a symptom.

But all of this, momentous though it is, is with fine artistry worked into the background of the story—the struggle of one young woman to find herself and learn her limitations. Fred Payton is a serious problem to her friends and family. She is an ardent young person, an incarnation of the marvelous cocksureness of youth. She discovers a half-truth of life and magnifies it into a cardinal rule; she scores compromise and defies public opinion. Her two battle-cries are "Liberty for Women" and "Medical Certificates for Men." With the courage of colossal ignorance she lectures to working girls on the universal panacea that the ballot would give them. And it is part and parcel of this same ignorance, this distorted, one-sided view of life, that makes her eager to uplift all humanity, yet cruel in her selfish disregard of the simple little acts and words that would have meant so much to her own mother. It requires a certain kind of genius to handle a character like this in such a way as to make the reader love her in spite of himself, and at the same time perfectly understand why she is a mortification to her family and a scandal to the neighborhood. And this is precisely what Mrs. Deland has quite marvellously achieved, mainly through the device of letting us see her through the partial eyes of her best friend and counsellor, Mr. Weston, who, twenty years her senior, does not hesitate to scold her as frankly as though she were a small child, yet all the time is unwillingly losing his heart to her.

It would be unfair to let the foregoing comparison with Miss Austen's *Emma* convey the impression of a close similarity in mood. Miss Austen's prevailing mood, in all her work, is that of light comedy. In Margaret Deland's present volume there is a certain grimness which occasionally develops into poignant tragedy. The mild invalidism of *Emma*'s father furnishes a sort of comic relief; the imbecile brother of Mrs. Deland's heroine is a nightmare horror, all the more haunting because the author, with unerring instinct never actually brings him upon the scene, but merely lets us hear his inarticulate mutterings from behind a closed door.

Take it all in all, "The Rising Tide" is a novel not only of keen contemporary interest and significance, but one possessing also more enduring qualities, because of the very real sense in which Margaret Deland's people are alive. There is much in the volume which simply refuses to be forgotten.

Frederic Taber Cooper.

*The Rising Tide. By Marg. Deland. Harp. \$1.35n.

Whether You Tramp or Motor

There's a Book for You Here

Reviewed by Algernon Tassin, Robert Lynd, and others

TRAMPING THROUGH MEXICO, GUATEMALA AND HONDURAS.*

This book needs no introduction to anyone who has ever read one of Harry Franck's books—and anyone who has read one is pretty sure to have read them all, "A Vagabond Journey Around the World," "Zone Policeman 88," and "Three Months Afoot in Spain." It is enough to say that the Mexican volume is the equal of its predecessors in interest and records towards its close about the roughest

and an exceptional ability in recounting his adventures.

Starting from Laredo, on the now notorious "border," for the first time in all his tramps armed with a revolver, Franck strikes south in the present volume in a second-class coach full of peons to Dolores Hidalgo, where "I slipped four cartridges into my automatic" and struck off afoot for Guanajuato (where he saw policemen on their beats "whiling away the time making lace!"). After a period as "jefe" of a peon gang a quarter of a mile underground in a silver mine, he moved on toward Zamora, with its "'Hotel Morelos,' formerly the 'Porfirio Diaz,' but with that seditious name now carefully painted over." Warned against the bandits and Indians on the Michoacan trail, he persisted, barely escaping having his head cleft with an adz for attempting the photograph of a farmer, and having to draw his automatic on a band from whom "a veritable giant of a fellow suddenly jumped toward me with an oath," drawing "an enormous revolver." Next came Patzcuaro and the marvelous German "doctor" peddling spectacles to the natives. Here also "we passed two carloads of soldiers . . . nearly all boys as usual, and like the policeman and rurales of the country they struck one as unwisely entrusted with dangerous weapons."

Next came Querétaro, in the cathedral of which is "a life-sized *Christo* with masses of long, real hair and a pair of knee-length knit drawers for decency's sake"; then Mexico City, "a great disappointment," reminding him of Clark Street, Chicago, or "a lower east side New York turned Spanish in tongue." Further south "the car was packed with dirty, foul-tongued wives and the children and bundles of a company of soldiers recently sent against the rebels of Juchitan." Thence afoot into Guatemala, where \$8.30 (even in Mexican money) becomes "a massive roll of \$150;" Guatemala, so fearful lest its fortifications be photographed, its military secrets stolen! The last lap lay across fever ridden Honduras, the roughest part of his trip, where "Hookworm was the second most common disease, . . . the entire region virtually given over to free love," and where "the padre of San Pedro . . . boasted of being the father of eighty children."



CHRISTMAS DINNER ON THE ROAD IN HONDURAS
FROM "TRAMPING THROUGH MEXICO, GUATEMALA AND HONDURAS"
BY HARRY A. FRANCK
The Century Co.

going Franck has yet experienced—with the possible exception of the tramp across the Malay Peninsula in his "Vagabond Journey." A by no means inconsiderable feature of the present volume is the forty-fourth degree Simon pure picture which it presents of the life of the people who make up Carranza's "republic."

To those who know not Franck, our only advice is, "Get this book quick and get acquainted." A university graduate who has done p. g. work at Harvard and abroad, an erstwhile teacher of languages in New York City, and at one time or another a laborer at a score of trades, Franck has an incurable lust for hoboing the world by strange routes, a linguistic talent which everywhere "gets him in on the ground floor" among the natives,

*Tramping Through Mexico, Guatemala and Honduras; being the random notes of an incurable vagabond. By Harry A. Franck. 350p., 88 illus. from photos. by auth., map, 8vo Cent. \$2n.

The volume ends at Amapala, the boat to Panama—and the promise of the big South American book which we are to expect sometime next year.

Robert Lynd.

THE AUTOMOBILE HANDBOOK.*

The fact that this "manual of practical information for automobile owners, repair men and schools" is here offered in its fifth edition is good evidence of its tested value. The arrangement of material is alphabetic or cyclopedic, lending itself to ready reference, and the scope of the volume is broad, with emphasis always upon the current problem rather than the theoretic basis. Because intended for the layman rather than the automobile engineer mathematical formulae and detailed discussions of principles are omitted. The language used is exact, but clear and intelligible even to the novice.

In line, however, with that ancient saw that "3000 possible things can happen to an automobile, but the next thing that happens to yours is the 3001st," the present writer has searched the volume in vain for some recent pet troubles of his own. Perhaps his failure was due partly to the subject headings used, which, in the great scarcity of cross-references, are sometimes a little blind. How, for instance, could one guess to look under the heading "Shop Kinks" to find a formula for aluminum polish, with no entry or reference under "Aluminum"; and under "Change Speed Gearing" to find the Owen Magnetic Transmission with no cross reference from either "Owen" or "Magnetic" or "Gear Shifts." The index helps, but cross references in the body of the book, with running head entry words at the top of each page, would be a useful improvement.

It is because the body of the book is so valuable that these minor additions which would make its material even more available would be greatly worth while. More than a word also should be said of the illustrations, which are numerous and clear. The present edition contains a full summary of the various starting systems as well as the magnetic gear shift and other up-to-the-minute developments.

F. R.

WITH AMERICANS OF PAST AND PRESENT DAYS.†

The dedication of these essays to the Thirteen Original States, in a brief and winning preface, indicates their tactful and wholly friendly attitude. M. Jusserand, our ambassador from France for thirteen years, does

not venture, however discreetly, upon the delicate project of commenting on American customs and points of view. The essays are almost entirely biographical, and present aspects of history at periods when, as now, the two nations approached each other very nearly. He lets us look at Lincoln, for instance, through the eyes of contemporaneous French writers, statesmen and travelers, and testifies to the affection and respect for him that were the sentiments of the whole French people. "In this box is the heart of France" was the message which went to Mrs. Lincoln along with a commemorative medal from the nation, the maximum subscription to which was limited to two cents. It is this amity and oneness of aim which the book desires to call up. In this respect it excellently achieves its purpose. For the rest, though giving substantial material from hitherto unpublished documents upon the matters covered, it discloses little freshness of treatment or theme. But the attitude throughout is engaging.

General Washington, says M. Jusserand, made acquaintance with French social ideals, but not with the language, as a boy at school, but, bred upon the caricatures in the *Spectator*, he did not discover that Frenchmen were something else than ludicrous or lively puppets until he was sent to check the progress of his future allies. Then he wrote to his brother, "we have been scandalously beaten." Even after France alone had recognized the new nation and had actually begun war on England, he, like John Adams, regarded her and her motives with suspicion. The early French volunteers embarrassed him. It was Rochambeau's regulars which changed the reputation the English had given the French in America. The rigid discipline maintained by that clear-headed officer awakened admiration wherever his men were quartered. Indeed, Rochambeau changed the English opinion also. Between skirmishes their relations with their enemies were courteous, and often amicable. After his defeat Cornwallis was invited to dinner by the French general and borrowed money from him. The French admired openly the personal qualities of Cornwallis, and were almost as outspoken about him as they were in their admiration for the personal, diplomatic, and military merits of Washington. Thus in three years Rochambeau with his brave and well-behaved army uprooted in America the Anglo-Saxon prejudices of three centuries. Nevertheless, Washington still questioned France's motive in declining all advantages from the eventual American victory. Even his friendship for Lafayette did not entirely win him over. Though unwontedly affectionate and even

*The Automobile Handbook. By L. Elliott Brookes. Rev. and enl. by Harold P. Manly. 714p. illus. 12mo limp leath. *Drake* \$2.

†With Americans of Past and Present Days. By J. J. Jusserand. 350p. 12mo. *Scrib.* \$1.50n.

jocose with Lafayette, and always at the disposal of the succession of French visitors who came with letters from him; and following with keenest anxiety, as well as pride, the course of the French Revolution, kept informed by his French friends—still, the difficulties with France which saddened his declining years and threatened at one time to send the former commander of the Franco-American armies at the head of an army against that nation, did much to resurrect in him the old English attitude of his boyish days. In France, on the other hand, admiration for him grew steadily until he became almost a national hero; and no approval, says M. Jusserand, could please us more in our war to-day than his.

Such a book as this should do much toward establishing a better understanding of French friendliness to America and of the similarity of French ideals with our own. M. Jusserand lays particular emphasis, for instance, on the little appreciated point that France helped us in our Revolution because she loved liberty and not because she hated England. There was in France rather an Anglo mania than an Anglo phobia; and her engaging in our war is perhaps the most conspicuous case in all history of devotion to an ideal with the least admixture of interests possible to human affairs.

Algernon Tassin.

LIFE SAVING.*

Seldom has a book of such practical purpose appeared in more attractive guise than this by the Physical Director of the Manila Y. M. C. A. The desirability of everyone's learning to swim is too obvious to need argument; but the equal desirability of every swimmer's learning the technique of life-

*Life Saving. By Geo. E. Goss. 151p. illus. 12mo. Assn. Press. \$1.



RESCUE WHEN VICTIM IS STRUGGLING MODERATELY
FROM "LIFE SAVING" BY GEORGE E. GOSS
Association Press

saving in the water has not been sufficiently emphasized.

For it has a technique; and a wider knowledge of approved methods will prevent many an "accident." What should the expert swimmer do when the drowning man gets a "strangle hold" around his neck? What is the best method of supporting a non-swimmer whom you must carry two miles to shore? What, in the excitement of a boat upset, are the things *instinctively* to avoid doing? There is a right way to do even rescue work; sometimes a wrong way is fatal; and it is the simple purpose of this excellently written and fully illustrated little book to make clear the right ways.

There are also chapters on Resuscitation, on Methods of Drilling Mass Classes in Life Saving and on Organizations in the United States Engaged in Life Saving, besides a couple of preliminary chapters on swimming in general from which even the expert may cull a few suggestions.

Just the book to give to a Boy Scout or any other live "boy" from ten to sixty years old who likes swimming.

F. R.



RANDOLPH WELLFORD SMITH, a journalist of many years experience in New York, London and Washington, tells in "Benighted Mexico" (Lane) the story of Mexico's long years of chaos, anarchy and assassination. He indicts the American people for having permitted, and aided in, the dissolution of Mexico.



ABOVE RESCUE IN ACTION



A FLEMISH MILK WOMAN
FROM "MIDSUMMER MOTORING IN EUROPE" BY DECOURCY W. THOM
G. P. Putnam's Sons

THE MONTH'S NEW BOOKS

A classified and selected list of new books of all publishers published May 27th to August 18th. The accompanying annotations are descriptive rather than critical, are intended to be unbiased, and are mainly informative of the scope and purpose of the book noted. If an entry is not annotated it means either that the BOOK REVIEW has received no copy of the book for notice or that the publication is one of slight importance or limited appeal.

Fiction

FONDIE. By E. C. Booth. 511p.12mo *Apltn.*
\$1.40n.

Story of how some young people in a Yorkshire village meant comedy and tragedy to each other. Blanche, the vicar's daughter was the harum scarum belle of the countryside. Fondie Bassiemore, the wheelwright, was her devoted admirer. He was judged foolish by the wisecracks; hence his nick-name. They knew nothing of his large soul, inarticulate till the time of trial. When Squire D'Alroy, who should have married Blanche, refused to, Fondie offered to. Blanche would not take this sacrifice, neither would she face the future alone. The night she killed herself, young D'Alroy was dying, the last of his family. Frantically, his father hunted Blanche to marry them, but he was too late. During the rest of his life "Fondie's" name clung to him, but everyone knew his real worth.

THESE LYNNEKERS. By J. D. Beresford.
456p.8vo *Doran* \$1.50n.
Reviewed later.

BIG TIMBER; a story of the Northwest. By
Bertrand W. Sinclair. Front. by Douglas
Duer. 321p.12mo *Litt., B.* \$1.35n.

To the lumber camp of her brother Charlie in British Columbia comes Stella Benton, when her father dies and her income ceases. Benton is not yet numbered among "big timber" in the lumber

business, as is his neighbor, Jack Fyfe. Therefore he uses everybody to further his own ambition—his sister hardest of all. When she has come nearly to the end of her endurance as camp cook and general drudge, Jack Fyfe offers her a way out—as his wife. She accepts. Then another man attracts her, and she believes she has missed the best in life until circumstances show the two men in their true colors and prove that Jack was the bigger of the two.

THE UNSPEAKABLE PERK. By Samuel Hopkins Adams. Front. by G. Ellis Wolfe.
289p.12mo. *H. Mif.* \$1.25n.

Lively tale laid on an island of the Caribbean Sea, where the daughter of a rich American meets a quaint character passing as Perkins and disguised behind goggles. "Perk" immediately falls in love with the engaging heroine, and she, without quite realizing it, gradually falls in love with the character behind the unattractive disguise. After a series of adventures and misunderstandings, including a toy revolution, "Perk" turns out to be all that he seemed, but didn't look.

GREEN MANSIONS; a romance of the tropical forest. By W. H. Hudson. 366p.12mo
Knopf \$1.50n.

Imaginative story of the forests and Indians of Guiana, which pictures clearly the life of the animals and the savages. It is full of fantastic adventures; and the love of its strange and fleeting wild girl for the European narrator is the essence of the spirit of nature that broods in silent places.

THE SAILOR. By J. Collis Snaith. Illus. by W. A. Hottinger. 454p.12mo *Apltn.* \$1.40n.

On the first leg of his course in life, 'Enery 'Arper sailed the China Seas. There was nothing in the boy to make a sailor. He escaped from this calling when he could, and followed one thing and another until he tacked and sailed toward the land of authorship. He made slow progress, handicapped by a degrading marriage. The years before the mast became his copy and Mary Pridmore his inspiration. Their friendship grew into love, and in honor to her, he went away. But in a few years "the sailor" tacked again and headed straight for port.

THREE SONS AND A MOTHER. By Gilbert Cannan. 547p.8vo *Doran* \$1.50n.

The brave-hearted widow, Margaret Lawrie, undertakes to clothe and feed her brood of five on ninety pounds a year. She need not have done this, for her brothers were thriving men. But as they had never quite forgiven her marriage, they were unable to offer help without condescension. The careers of the Lawrie boys begin in a cotton mill. The years go on, and the men marry and become "solid, respectable, unadventurous: three quiet households established at the cost of suffering and poverty to others." Novel, which is a study of industrial England, was published there under the title "Three pretty men."

THE LIGHTNING CONDUCTOR DISCOVERS AMERICA. By C. N. and A. M. Williamson. 390p. illus. front. in col. maps. 12mo *Dou., P.* \$1.50n.

Re-enter Jack Winston, now of the British Army, invalided to America from service in France, together with the attractive Molly Randolph, now his wife. They are the same delightful pair who made their first adventures in "The lightning conductor." Now they interest themselves in the "ship's beauty," Patty Moore, and the "ship's mystery," Peter Storm. Patty's transformation of the old Long Island farmhouse into a fashionable inn; her tours through New England and the East with Jack and Molly and her "paying guests"; the clearing up of the mystery of the Stormy Petrel, are told in Molly's letters home. She also fully describes the country along which they motored as the plot developed.

THE GIRL PHILIPPA. By Rob. W. Chambers. 32 illus. by F. Craig. 525p.pls.12mo *Apltn.* \$1.40n.
Reviewed elsewhere.

THE PRISONER. By Alice Brown. 471p.12mo *Macm.* \$1.50n.

Jeff Blake, a young man with a brilliant career before him, takes a false step and is sent to prison. He makes social reforms there and is pardoned. His young wife repudiates him, but he is tenderly welcomed by his two step-sisters and his father. Jeff courageously tries to work out his problem of adjustment, and in this he is aided by the love of Lydia, one of the step-sisters.

THE WAY OF ALL FLESH. By Samuel Butler. Introd. by Wm. Lyon Phelps. 474p.12mo *Dutt.* \$1.50n.

Satirical novel written during the Victorian period which it depicts. Tells of how Theobald Pontifex kept up the traditional tyranny of his father in dealing with his own sons. He himself was a clergyman, and Ernest was also forced into the church. Ernest is the hero, watched over by the narrator, who is the guardian of Ernest's fortune, of which the latter knows nothing. Ernest got into prison where he began to be a really independent and happy person. When he came out, he broke with his family. Although he made an unsuitable marriage he kept on developing along new lines. So when he came into his money, he could express his deep-felt views about child-training and the hypocrisy of society.

YOU KNOW ME AL; a bushier's letters. By R. W. Lardner. 247p.12mo. *Doran* \$1.25n.

Humorous adventures of a pitcher who was sold to the Chicago Americans.

WHEN A MAN'S A MAN. By Harold Bell

Wright. Illus. and decorations by the author. 348p.12mo *Book Supply* \$1.35n.

A stranger came to Cross-Triangle Ranch, in the Williamson Valley, Arizona, and under the name of Honorable Patches hired as a rancher. As the stranger was not of the ranch world, he was evidently from the first regarded with suspicion. However, he won the regard of foreman of the ranch, Phil Action. Patches came to know Kitty Reid, the girl whom Phil loved, and with neither caring deeply, an engagement ensued. An accident to Phil helped to convince Kitty of her love for him, and with the appearance of Helen Manning, a former school friend of Kitty's, the mystery of the stranger's identity was cleared up.

WHEN PAN PIPES. By M. T. Thornton. 408p. 12mo *Doran* \$1.35n.

The moon and the Cloudesley clock watched over the fortunes of Jerry and Betty. There was a separate mystery around each child, quite unknown to them, of course, whose whole concern was with fairies and such like. When they grew up their make-believe world faded, while Betty's beauty complicated things very much. Jerry, who was artistic, and still needed fairies, found the kindest one in his old nurse. She restored him to his title and estate. Unexpectedly, Betty's romance was not his, but was just as happy.

THE THIRTEENTH COMMANDMENT; a novel. By Rupert Hughes. Illus. by James Montgomery Flagg. 559p.12mo *Harp.* \$1.40n.

"Thou shalt not spend more than thou earnest" is a commandment everyone breaks, Daphne discovered. Clay Winburn spent more than he could afford during his wooing of her, her father frowned at what her trousseau would cost, but his love was stronger than his business prudence. In New York, Daphne found her own brother pulled down by the extravagance of his parasitic wife. Daphne was brought sharply up against the realization that if she married Clay, she, too, would hold him back. So she broke her engagement and started to support herself. As an actress she was a dismal failure. Then she tried one way after another. At last she "made good," and concluding chapters tell whether her business success satisfied her.

TISH. By Mrs. Mary Roberts Rinehart. Illus. by May Wilson Preston. 371p.12mo *H. Mif.* \$1.50n.

Tish, short for Letitia Carberry, is a sprightly young person of fifty, violently addicted to automobile driving and to the acquisition of new sensations. Her two cronies Aggie and Lizzie in their late forties are swift to follow when Tish leads the way. Together they become involved in an automobile racing scheme, succumb to the charms of an ingratiating Oriental, who bleeds them successfully, for some time, take to the woods as "simple lifers," conduct a hold up in Glacier Park and have other unconventional and amusing adventures.

I SPY. By Natalie Sumner Lincoln. Illus. by C. L. Wrenn. 334p.12mo *Apltn.* \$1.30n.

At a dinner at the Chevy Chase Club, Kathleen Whitney recognizes a man she had known in Germany before the great war. She is the only child of Winslow Whitney, an inventor, and her efforts to foil attempts to steal her father's invention, an aeroplane camera, start the plot. The murder of one of her suitors in her house under surprising conditions is the climax that leads from one complication to another.

THE OLD HOUSE. By "Feodor Sologub." 300p.12mo. *Knopf* \$1.35n.

THE FALL OF A NATION; a sequel to THE BIRTH OF A NATION. By Thomas Dixon. Illus. by C. Wrenn. 361p.12mo *Apltn.* \$1.35n.

Vivid story of the conquest of the United States by an imperial nation in the year 1918. After the collapse of the European War in 1917 the United States heads the world in commerce—"a hundred million

Americans mad with prosperity." The one phase of our government in which nothing has been done is national defense. This is the situation around which is woven a romance and an appeal for America to prepare.

THE SIGN OF FREEDOM. By A. F. Goodrich. 324p.12mo *Apltn.* \$1.35n.

By a turn of the wheel of fortune David Warburton, son of a gentleman and grandson of a Revolutionary hero, is left a penniless orphan. He is "bound out" under the old law to a man whose chief aim is to get all he can out of the boy with as little expense as possible. The hardship, however, fails to break David's spirit or his interest in the world around him. A chance meeting with two girls of his own age is the turning point in his life. When the Civil War breaks out, he takes his romance and patriotism through it, disclosing his own worth through love and devotion to his flag.

THE ABYSS. By N. Kussy. 508p.12mo *Macm.* \$1.50n.

Photographic picture of the under world of New York beginning in the early eighties. Follows the life of a Jewish boy who runs away at his mother's death to escape an institution. After a brief sojourn with some tramps near Newark, N. J., he is introduced to the profession of beggary in Mulberry Bend. From the horrors of this he turns to trampdom. An experience in prison follows and an attempt to earn an honest living. But through the follow-up system of the police of the day, he seems about to be driven into a life of crime. Author proposes in two subsequent volumes to continue the career of his hero.

DAVENPORT. By C. Marriott. 374p.12mo *Lane* \$1.35n.

Harry Belsire, son of an English clergyman, was a sensitive youth, subject to fits of abstraction. Davenport, his other self, was a political writer of note. Book follows the development of this dual personality up to the outbreak of the war, when Harry enlisted. Contains comments upon political and spiritual states of mind in the two years before the war.

THE PLUNDERERS. By E. Lefevre. 333p.front. 12mo *Harp.* \$1.25n.

Stories showing the procedure of a secret band of shrewd and fearless men organized to wrest their gains from plutocrats who had suddenly acquired great wealth. *Contents:* The pearls of the Princess Patricia; The panic of the lion; As proofs of holy writ; Cheap at a million.

THE REAL MOTIVE. By Dorothy Canfield Fisher. With occasional verse by Sarah N. Cleghorn. 334p.12mo *Holt* \$1.40n.

Stories set in diverse places, unified by their search for the incentive that moves their various actors. *Contents:* But this is also everlasting life (poem); The pragmatist; The conviction of sin; An April masque; A sleep and a forgetting; The lookout (poem); A good fight and the faith kept; From across the hall; Vignettes from a life of two months; An academic question; Fortune and the fifth card; The city of refuge; An untold story; A thread without a knot; There was a moon, there was a star (poem); The great refusal; The sick physician.

THE BORDER LEGION. By Zane Grey. Illus. front. in col. by L. E. Wilhelm. 365p.12mo *Harp.* \$1.35n.

When Jim Clive made her angry, Joan taxed him with being too weak "even to be bad." So Jim took her dare and went off to join the bandits. Joan then set off to bring him back. Kells, the head of an outlaw band, carried her off. He took her to a secret fastness in a cañon. When his comrades joined him, Joan felt she had a better chance with Kells than with the gorilla-like Gulden. When Jim rode into their camp, she realized she loved him. Kells and Gulden gambled for her, and Gulden won. Her desperate plight sharpened her wits and her knowledge of human nature. She appealed to Kells, and he helped her and Jim to escape.

TRIAL BY FIRE; a tale of the Great Lakes. By Rich. Matthews Hallet. Front. in col. by O. E. Cesare. 308p.12mo *Small, M.* \$1.25n.

One desire had claimed the giant Cagey for years. It burned within him fiercely as did the fires which

he tended in the hold of the lake steamer. It boded no good for Bartholomew Grant, the shipping magnate, or for his son Alec. Alec needed to skip out to escape jail for embezzlement, and Cagey, who was watching everybody's move, got him to ship as his own helper in the fire-hole. On the same trip, came Alec's father and the woman Alec loved. In dramatic and secret way she kept Cagey from killing Alec. She could not change Cagey much, but she changed him that much: Alec was much changed by his new experiences. And Cagey had his hour when he faced Grant.

UNHAPPY IN THY DARING. By Marius Lyle. 506p.12mo *Put.* \$1.35n.

Received the Melrose prize of £250, in 1916. Contrasts the characters of Shelagh Lynch, a generous hearted Irish beauty, and of her half sister Hester. Shelagh married Rupert Standish, whose personal charm was the best thing about him. Hester came to live with them. Shelagh tried to share her fortune with Hester, and to further her ambitions as a linguist. The intrigue between Rupert and Hester finally over-reached itself, ending in Hester's suicide.

PIERRE NOZIERE. By A. France. 283p.8vo *Lane* \$1.75n.

THE CRUISE OF THE JASPER B. By Don Marquis. 325p.12mo *Apltn.* \$1.30n.

Under the crust of a commonplace newspaper editor, Clement J. Claggett is a volcano of romance. All his life he has dreamed the wildest dreams. This is the story of his unexpected acquisition of half a million. He takes his hat, tells the boss all the unpleasant facts about him and the paper that he has wished to state for years, and goes forth in search for adventure. He buys the *Jasper B.*, engages a crew. But before he can put his life dreams into action a thousand and one things happen, more remarkable than he has ever pictured.

FATHER BERNARD'S PARISH. By Florence Olmstead. 302p.12mo *Scrib.* \$1.25n.

Novel's background is not metropolitan New York, but one of those little, almost autonomous communities that exist in the poorer sections of the great city, in this case about Columbus Ave. and 100th St. Its love affair is a triangle of three nationalities, in which the Irish expressman wins over the Italian contractor and the American butcher. Through it all moves the high-minded, liberal priest who shepherds them all.

THE DARK FOREST. By Hugh Seymour Walpole. 320p.12mo *Doran* \$1.35n.

Symbolic novel which resulted from Mr. Walpole's war experiences in Russia. Tells of friendships and love among some members of the Russian Red Cross, who found themselves, as it were, unreal and unmeaning in the shadow of what loomed as the ultimate thing. They had come to the place where all horror is; where there is no more for the soul to bear; where it should be annihilated and is not. As Aristotle would have it, they were purged by pity and terror.

BLOW THE MAN DOWN; a romance of the coast. By H. F. Day. 461p.front.12mo *Harp.* \$1.35n.

Mayo was captain of Julius Marston's pleasure yacht during a cruise in Maine waters and he found himself in the predicament of fancying himself in love with Alma, his employer's daughter, and of being mysteriously in the wrong with Marston. At the same time Captain Candage, a Maine salt, carried off a reluctant daughter, Polly, from her millinery job and village pleasures for a trip in his coastwise schooner. Before Mayo had discovered that Polly was the one that really mattered for him, he steered his way safely through many an adventure of the sea.

THE BYWONNER. By F. E. Mills Young. 351p. 12mo. *Lane* \$1.35n.

South African story which contrasts the life of the successful English farmer, the well-to-do Dutch and the "poor white." The latter is an Oxford man, but drink has brought him down to the humble position of a Bywonner, a working overseer on a Boer farm. His children, Tom and Adela, are made to feel the degradation of their position. Adela becomes the prey of a handsome libertine; while Tom works his way steadily upward, with the love of an English girl, far above him socially, as his inspiration.

EPISODES OF A QUIANT COUNTRYSIDE. By J. M. Sooy. 416p.illus.12mo Sooy Pub. \$1.35n.

Episodes in the lives of a group of village folk on the Atlantic seaboard. The Harding family, their summer boarders, and their neighbor and enemy, Dave Hollis, are the central figures. Incidents are concerned chiefly with the exploits of a band of daring wreckers, the mortgage hanging over the Harding home, and the love of Nan Harding and George Hartzwell, one of the summer boarders.

GOOD OLD ANNA. By Mrs. M. A. B. Lownders. 365p.12mo Doran \$1.35n.

In spite of the rest of the close, the minor canon's widow kept her faithful old German Anna when the war broke out. Anna herself saw no reason to leave; but stronger people than her and her mistress decided her fate. She became a tool in an astonishing German organization, bringing to the family she loved suffering and disaster to herself. Against this grim background is set the double romance of the widow and her major, and Rose and her soldier.

PRIVATE GASPARD. By René Benjamin. 300p.12mo Brent. \$1.35n.

MR. MARX'S SECRET. By E. Phillips Oppenheim. 314p.12mo Little, B. \$1.30n.

WILD ANIMAL WAYS. By Ernest Seton Thompson. 200 drawings by auth. 253p. pls.8vo Dou., P. \$1.50n.

Doings of some new four-footed friends: Way-atcha, the coon-racoon of Kilder Creek; Foam, the razor-backed hog; Silly Billy, a lovable pup; Jinny, labeled "Dangerous," a monkey that was almost human when you got to know her; Coaly-bay, the outlaw horse, and others.

PETEY SIMMONS AT SIWASH. By G. Fitch. illus. by G. C. Widney. 244p.pls.12mo Little, B. \$1.25n.

Adventures of Petey Simmons during four years at the fresh-water college Siwash. How as a callow freshman he encountered a confidence man at the outset. How he was treated by the frats. How he lived through six master passions in a year, and, finally, took to English history as a means to winning the regard of Martha Scroggs.

SYLVIA OF THE HILL TOP. By Marg. Rebecca Piper. Illus. front. in col. by Gene Pressler. 311p.12mo. Page \$1.25n.

In this sequel to "Sylvia's experiment," the young heroine plays the rôle she knows best during her summer vacation. She is the same wholesome, generous, cheerful young lady. There is, of course, a Prince Charming in the background.

THE KING'S MEN. By J. Leslie Palmer. 319p.12mo Put. \$1.35n.

Story with a war-time setting, which does not take the reader to the front, but shows instead the inner transformation that the war wrought in a group of young men who had been dilettante in all their pursuits. One by one they change their views and enlist. The dramatic points are the revolt of Henry and Agnes Smith against their father's feudal tyranny. Henry asserts his own industrial views; and Agnes snatches a day's happiness with the man she loves before he leaves for France, never to return.

THE FAMILY. By "Elinor Mordaunt." 327p.12mo Lane \$1.35n.

An English country squire and his numerous progeny, who were distinct and individual, only two having a bond of real sympathy. Novel is concerned mostly with the way they front the outer world as one, their lives irredeemably and pathetically interwoven.

GO FORTH AND FIND. By E. Stewart Moffat. Illus. in col. by Lester Ralph. 370p.12mo Moff., Y. \$1.35n.

Brought up on what a young woman in her position should do, Edith Welles should have known better than to leave Rittenhouse Square for work-a-day New York. Once there her adventures, trials, disappointments and new pleasures were worth the venture. About the same time a rich man's son

did as she had done, and Fate put them in the same office. At the end both their patrician families were pleased.

THE LEAST RESISTANCE. By Kate L. McLaurin. 347p.12mo Doran \$1.25n.

Had Evelyn Lane married the man of her own kind who would have kept her safe, she would have been happy. Instead she chose Bob Waters, drunkard and fifth rate actor. When she finally left him the stage, for whose struggles she was not fit, was the only way she knew of making money. She had no love for acting, she just drifted along the way of least resistance. She had one success in the profession, and died before her beauty faded.

THE TRAGEDY OF AN INDISCRETION. By J. W. Brodie Innes. 345p.12mo Lane \$1.25n.

Mystery of a woman who was found dead in her room in a London hotel, who was afterwards met in the street by an acquaintance, and later still was seen to jump from the Thames Embankment into the river below; in search of whom her husband motored through England, and for whose murder he was arrested during his tour: all worked out to the satisfaction of the reader.

HIS ROBE OF HONOR. By E. S. and J. F. Dorrance. 324p.12mo Moff., Y. \$1.30n.

Theme is how Julian Randolph rose to power through the corrupt connection between politics and the law in New York City. His work for a traction company introduced him to Lora Nelson, who was to influence his ambition more nobly than it first seemed. Randolph won a judgeship through the party boss. He was about to render a wrong decision, when he realized that he could be the people's judge, without ruining his career, and that this was what Lora expected of him.

THE HUNTED WOMAN. By Ja. Oliver Curwood. Illus in col. by F. B. Hoffman. 324p.12mo Dou., P. \$1.25n.

In the midst of the "Horde," the rough, lawless band at the ends of the last transcontinental line, Joanne Gray came on her search to make sure that her worthless husband was dead. She met Aldous, an author who had a large gold mine interest, and a literary interest in the "Horde." Accepting the proofs of FitzHugh's death, Joanne and Aldous were secretly married. Aldous discovered what he did not tell her, and began his struggle to save her from Rann and Quade, and to bring this pair to a true reckoning about the gold.

THE VINDICATION. By Mrs. Harriet T. Comstock. Illus. (front. in col.) by T. Fo-garty. 375p.12mo Dou., P. \$1.35n.

To prove his theory about the importance of environment, Dr. Hill, patron saint of the Northern woods, adopted a boy and a girl whose heredity did not look very promising. The doctor did his best by the children, and they grew up good enough to please even him. And because they were only pretended brother and sister, romance between them was not forbidden.

DAVID BLAIZE. By E. F. Benson. 365p.12mo Doran \$1.35n.

English school-boy story, which follows young Blaize through a number of years. He had lots of friends his own age, and a hero who was older, whom he saved from going off and being a "rotter," unworthy of any chap's regard. While between cricket matches and school politics, we catch a glimpse of Blaize himself as everybody's hero.

THE ROUND-ABOUT. By Mrs. J. C. Buckrose. 282p.12mo Doran \$1.25n.

In a leisurely way, novel sets forth the changes that happened in Flodmouth over a number of years. It centers in the Taylors, and the strange, recurrent details of their lives. What is gained by each succeeding and rebelling generation is sharply focused; thus the round-about of time shows the mid-Victorian Lucy marrying whom she pleased, and her daughter learning a trade and going to war as a nurse.

THE NIGHT COMETH. By Paul Bourget. Trans. by C. F. Lees. 316p.12mo Put. \$1.35n.

Imaginative story written under the influence of the present war. A French military hospital is its scene,

and its chief characters are a famous Paris surgeon and a young wounded officer, whose fervent piety is in sharp contrast with the doctor's philosophic materialism. Death threatens both, and their opposing theories with regard to it are displayed in their relation to a drama of intense human passion.

A WESTERN WARWICK. By S. G. Blythe. 345p. 12mo *Doran* \$1.35n.

William Henry Paxton, senator and president maker, here recalls the building up of his power, and the reform movement that forced him back to "the counting-house." Not that he believed it was a reform movement, it was just the opposition. Novel is full of characters, and to the politically astute it would be amusing to point out "who is who."

IN BRIEF AUTHORITY. By "F. Anstey." 423p. 12mo *Doran* \$1.35n.

How in the most unheard of way, the whole stuffy, suburban family of Stimpson fell asleep and dreamed the same dream. It was the most whimsical and out-of-the-world dream, in which they had the chance to act the rôles of great personages. They did not succeed at all as their conceit had always assured them they would. So they were all glad when they woke up, to get another try at doing their "bit" in the ordinary world.

THE GOLD TRAIL; a romance of the South Seas. By H. de Vere Stacpoole. 308p. 12mo *Lane* \$1.30n.

Opens in Sydney, where Macquart is trying to collect men and money for an expedition to New Guinea, where he tells of tons of gold. What he does not tell is that he had slain its possessor, but the threatened vengeance of Lant's native wife had driven him off. Now after fifteen years he thinks it safe to go back. But Nemesis can be as patient as time, and when she struck Macquart, she freed his victim's daughter.

BLIND UNDERSTANDING. By Mrs. Maude Annesley. 307p. 12mo *Duff* \$1.25n.

OLD GLORY. By Mary Raymond Shipman Andrews. 126p. front. 16mo *Scrib.* 50c.n.

Stories of the flag and its best meaning. "The colors" is about an American who renounced his allegiance to become an Englishman of title; "The stranger within the gates" is about an alien's feeling; "The Star-Spangled Banner" portrays the love of a youth, brought up in England, for the flag and country of his parents.

THE TIGRESS. By Mrs. Anne Warner French. Front. by R. F. Schabelitz. 310p. 12mo *Watt* \$1.25n.

A strange woman, as cruelly selfish as she was beautiful, Nina Darling left India after the supposed suicide of her husband. This had not shaken her as had the reappearance of Kneedrock, the one man she cared for. He and she were married but believing him dead, she had married Darling. Kneedrock made himself into an avenger of all the men that Nina had destroyed. After his death, she reconsidered her ways, and took seriously the love that Andrews offered her.

HAPPY VALLEY; a story of Oregon. By Anne Shannon Monroe. Illus. by J. A. St. John. 347p. 12mo *McClg.* \$1.30n.

Billy Brent after a bad beginning due to an inherited taste for liquor, went West to try to make good. He filed a claim in the Oregon wilderness and threw in his fortunes with the other pioneers. Billy made friends especially with the altruistic Clark family and their daughter Susie. All worked together for the good of the community they hoped to establish. Their struggle ends in victory and Billy, his old habit conquered, is able to think of love.

THE HERMIT DOCTOR OF GAYA. By I. A. R. Wylie. 555p. front. in col. 12mo *Put.* \$1.35n.

Contrasts the difference between Colonel Boncicault, the brutal commander of the district, and the humanitarian doctor, Tristram Tristram. The colonel takes a small revenge in killing the doctor's dog, and in the fight between the men, he is disabled mentally and physically for life. Tristram

is really sorry for this, and to do what he can, he marries Anne Boncicault. The conventional life of the cantonment had been set by the ears by Sigrid Fersen, a dancer. She and Tristram loved each other, but went different ways. A native uprising and a flood brought their paths together again.

STAR OF THE NORTH. By F. W. Sullivan. 385p. front. in col. 12mo *Put.* \$1.35n.

Romance of a leading actor of a moving-picture company, which, to secure a real Northern setting, camps near an isolated Hudson Bay post. The beautiful daughter of the post, who knows the whole art of woodcraft but has never suspected the existence of a photo play, assumes the first rôle. To win her, Paul fights against guile, handicapped by the past that controls (with jeopardy to his honor if evaded) his present conduct. But June, bred in the large outdoors, believes in him and waits.

THE DOOR OF DREAD; a secret service romance. By Arth. Stringer. Illus. by M. L. Bracker. 375p. 12mo *Bobbs-M.* \$1.25n.

Leaks had been found from the Navy and Aviation Corps and Sadie Wimpel was engaged to help track down Kendell, the man believed to be responsible. Wilswach, a secret service man, whom Sadie loved, was also put on the case. How Sadie's wits finally brought Kendell to bay makes the climax.

"MISTER 44." By E. J. Roth. Illus. by G. W. Gage. 326p. 12mo *Watt* \$1.25n.

Since she was employed in a shirt factory, she thought in terms of shirts. Thus she came to designate him in her mind as "Mister 44," which would be his measure. So she pinned a note about wanting a job in the wilds on a shirt of the right size. It got to the right chap, too. But, of course, that was only the beginning of Sadie's adventure. She followed the note into the Canadian woods; and then came back to the town. The gentleman woodsman followed her, and some schooling for her took down the barrier she had raised between them.

MAGDALEN. By J. S. Machar. Trans. from the Bohemian by Leo Wiener. 257p. 12mo *Kenn.* \$1.25n.

Novel which appeared in 1894 in Bohemia, mercilessly attacks those provincial philistines who would block the endeavors of a fallen woman to be restored to a life of decency. (*Slavic Translations Ser.*)

THE DREAMER OF DREAMS. By Queen Elizabeth of Rumania. Illus. in col. by Edmund Dulac. 181p. 8vo *Doran* \$2n. bxd.

WAR—THE CREATOR. By Gelett Burgess. 96p. illus. ports. 12mo *Huebsch* 60c.n.

Portrait sketch of a lovable French youth who was transformed from a boy into a man by his baptism of fire at the Marne. It is a true story, told partly in the words of Coco himself, and partly in Mr. Burgess's.

THE LITTLE DEMON. By "Fedor Sologub." Trans. by J. Cournos and R. Aldington. 364p. 12mo *Knopf* \$1.50n.

Comedy and tragedy mingled in a picture of life in a Russian town which for all its local setting has a universal character for its hero. Peredonov is a petty man who comes to dominate the scene through his evil spirit: if the kingdom of heaven is within us, so also is the kingdom of evil.

YOUTH UNCONQUERABLE. By Percy Ross. 354p. 12mo *Doran* \$1.25n.

It would have been much more practical if Cherry had had some money instead of some guardians. They were an Italian count and a Welshman, appointed by her father's will, and the Duke of Skye, appointed by himself. The Welshman carried her off to his castle and made desperate and melancholy love to her, from which the Duke rescued her. Cherry was determined to finish her term at Oxford and then to earn her living. She had rather a time of it; but in spite of economics, education and guardians, youth and the Duke conquered.

LOOT. By A. S. Roche. Illus. by M. Bracker. 320p. 12mo *Bobbs-M.* \$1.25n.

Snapped at the height of the Grey Ghost's career, like a rapidly shown film, we watch the events of

his most daring crime. He accomplishes the looting of a big jewelry firm, only to have his enterprise fail and to be driven to suicide, because the beautiful Morn Light has fallen in love with one of the victims and means to rescue him. This young Englishman is not the owner of the \$2,000,000 necklace, only the agent sent to deliver it, (and anyhow what are diamonds to a light opera star like Morn?).

THE KENNEDY PEOPLE. By W. Pett Ridge.

311p. Doran \$1.25n.

Story of three generations—Old Man Kennedy, a self-made man of domineering temper, his son who wants to write plays and his grandson. The playwright got his affairs into a tangle, and went off to South Africa, never to come back. Cecily, his wife, thus began the struggle to bring up George in difficult circumstances. She carried it through, and said she was rewarded when George got a junior partnership in the firm because he was so clever about sugar.

TEN BEAUTIFUL YEARS; and other stories. By "Mary Knight Potter." 239p. 12mo Lipp. \$1.25n.

Stories full of the tragedy and spirituality of human life, that represent the last work of their author. Contents: Ten beautiful years; The making of a prima donna; Ultimately; The wife; The mother; Socialism at the Larks; The triumph of failure; In payment thereof; The gift supreme; Those taught; John Gorking's graft; Needs must; The scale; The greater call.

MISS PANDORA. By M. E. Norman. 316p. 12mo. Doran \$1.25n.

The smug town resented Pandora's Spanish-like beauty, the mystery of her birth, and the undaunted way she and Elizabeth Seaton lived their own lives as artist and writer. When Captain Seaton comes home, Pandora recognizes him as the man who was her lover in a mad episode in Spain. He is sure his feeling is all in the past. It is otherwise with Pandora, who tries her power over him again and wins. Thus what might have been forgiven becomes of tragic significance.

DESMOND'S DAUGHTER. By Mrs. Katherine M. Diver. 605p. front in col. 12mo Put. \$1.50n.

Anglo-Indian novel which includes the story of the Tirah campaign in which Thea Desmond got her baptism of fire. She has the strength of personality that one would expect in her father's daughter. Officers in the regiment who are close friends are rivals when it comes to her: of these Vincent Leigh, liked by Desmond himself, is perhaps her favorite. He lacks the bent of mind that makes a great soldier. But his love for Thea holds him to an ideal of service, and there he is when the great chance comes that makes him a soldier through and through.

THE WHITE PEARL; a romance. By Edith Barnard Delano and S. Field. 324p. illus. 12mo Duff. \$1.25n.

How a baleful prophecy linked together New England and Japan, and brought adventures to Bob Alden and Nancy Marvel. Based on the moving picture.

FIRST TEMPTATION OF SAINT ANTHONY. By G. Flaubert. illus. 8vo. bds. Brent. \$6n.

LOUISE AND BARNAVAUX. By P. Mille. 266p. col. pls. 12mo Lane \$1.25n.

More stories of Barnavaux, the French soldier, and his companions.

THE WORLD-MENDER; a novel. By M. G. Tutti. 466p. 12mo Apltn. \$1.35n.

Step by step, George Darrell has all but reached the top of the political ladder. He has become the hope of the common people and is known as "The People's Man." Ambition to rule, however, gradually dulls his vision of the ideal he had placed before him. Suddenly he realizes that he has sacrificed too much. He has cast aside the love of a beautiful and cultured woman to make a brilliant marriage. Then comes the awakening and the fight to regain his self-respect.

URSULE MIROUET. By H. de Balzac. 270p. 16mo Dutt. 40c.n.; leath. 80c.n. (Everyman's Lib.)

THE DAY OF WRATH. By Louis Tracy. 280p. 12mo Clode \$1.25n.

Grim setting for the romance of a young woman and an English officer visiting Berlin, who leaves for London before his own government takes the decisive step. The planned German invasion of Belgium is still in the balance; they chose the route to England via Brussels. Thus they see war in the raw. They reach England, and are the principals in a war-wedding.

THE GRASP OF THE SULTAN. Anon. 302p. 12mo H. Mif. \$1.25n.

A young Englishman, having wasted a fortune, drifts to Constantinople and is appointed tutor to the imperial princes. The youngest is Prince Bayazet, whose mother is a beautiful Greek girl of the harem. She has defied the Sultan, who strives to break her will by taking her son away from her. By a ruse of the head eunuch, she recovers the child. The English tutor falls in love with the Greek girl. There are plots and counterplots and a hairbreadth escape, when fortune favors the lovers.

Philosophy, Ethics, Psychology

ESSAYS TOWARD A THEORY OF KNOWLEDGE. By Alex. Philip. 126p. 12mo Dutt. \$1n.

Contents: Time and periodicity; The origin of physical concepts; The two typical theories of knowledge; The doctrine of energy.

FOUR-DIMENSIONAL VISTAS. By C. F. Bragdon. 134p. 8vo Knopf \$1.25n.

Contents: The quest of freedom; The dimensional ladder; Physical phenomena; Transcendental physics; Curved time; Sleep and dreams; The night side of consciousness; The eastern teaching; The mystics; Genius; The gift of freedom.

ILLUSTRATIONS OF POSITIVISM. By J. H. Bridges. Pref. by E. S. Beesly. Ed. by H. G. Jones. New ed. 493p. 8vo Open Ct. \$1.50.

"A selection of articles from the 'Positivist Review' in science, philosophy, religion, and politics." Essays have been classified in new edition and posthumous papers added.

THE SUPER-STATE AND THE "ETERNAL VALUES." By J. Mark Baldwin. 38p. 8vo Oxf. U. P. 50c.n.

"Being the Herbert Spencer lecture delivered before the University of Oxford on Wednesday, March 15, 1916."

CRITICAL REALISM. By R. W. Sellars. 293p. 8vo Rand, McN. \$2n.

"A study of the nature and conditions of knowledge." Aims to formulate a theory of knowledge which does justice to both the idealistic motives in experience and its realistic structure and meanings. Takes his departure from natural realism, the plain man's view of the physical world, and advances by successive levels of thinking to a complex form which he calls critical realism.

THE PHILOSOPHY OF FREEDOM; a modern philosophy of life developed by scientific methods. By Rudolf Steiner. Trans. by Mr. and Mrs. F. A. Hoernlé. 309p. 12mo Put. \$1.25n.

Original, published twenty years ago in Germany, has been out of print for some time. It is the early statement of its author's well-known Monism.

SELF-RELIANCE. By Dorothy Canfield Fisher. 243p. 12mo Bobbs-M. \$1n.

"A practical and informal discussion of methods of teaching self-reliance, initiative and responsibility to modern children." Seeing that in this push-the-button age children lack the old occasions to do for themselves, author is concerned to find how these may be supplied; how spontaneous self-reliance may be fostered in the baby; how the child from four to seven may still have some housework to do; how the apartment-house child can be trained not to expect everything to be done for him; how the growing son and daughter may gather strength of fiber for work in the world and in the home. (Childhood and Youth Ser.)

MAKING LIFE A MASTERPIECE. By Orison Swett Marden. 329p.12mo *Crow.* \$1n.

Partial contents: Practical dreamers; The triumph of common virtues; The curse of indecision; Bettering our best; The will to succeed; The secret of happiness; Living in the finer senses. (*Modern Efficiency Books.*)

PSYCHOLOGY OF THE NEGRO. By G. O. Ferguson, jr. 138p. *Science Pr., pap.* \$1.25n.

"An experimental study." (*Archives of psychology.*)

INSTINCTS OF THE HERD IN PEACE AND WAR. By W. Trotter. 213p.12mo *Macm.* \$1.25n.

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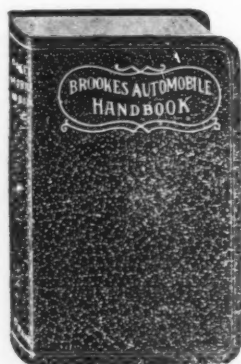
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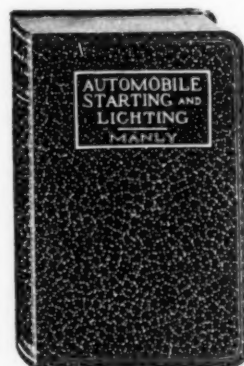
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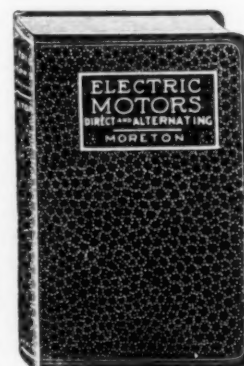
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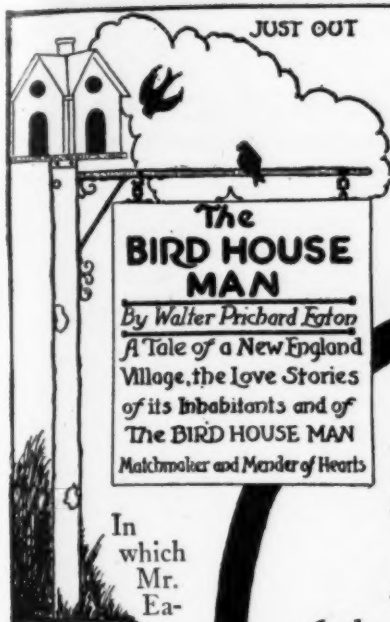
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